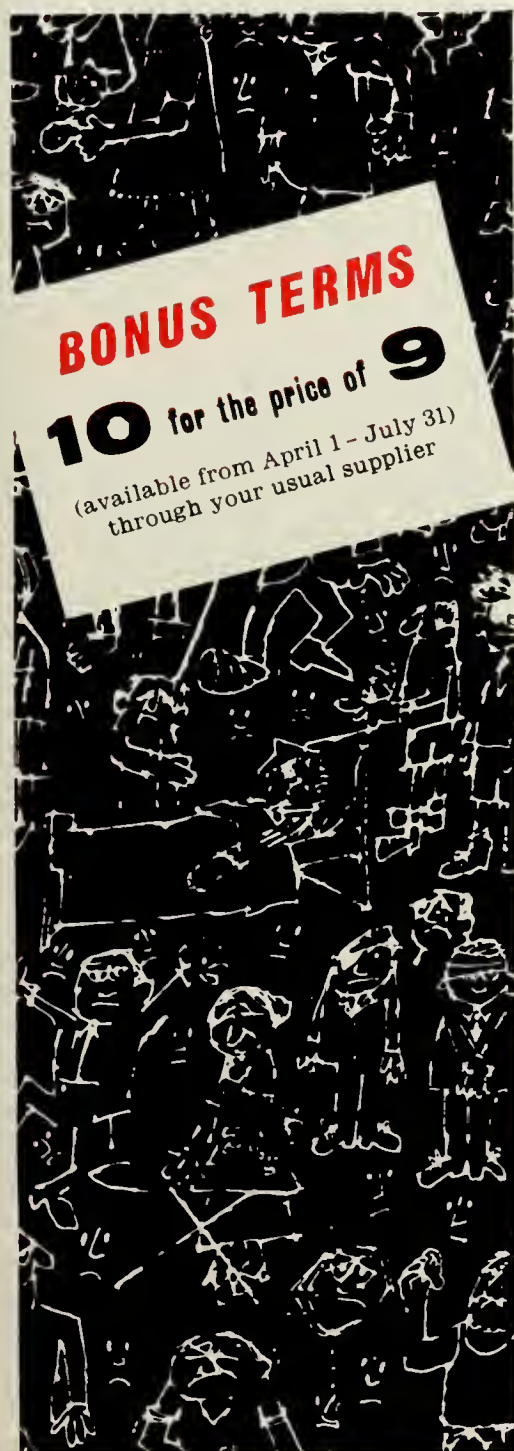


The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

JULY 13 1963



BONUS TERMS

10 for the price of **9**

(available from April 1 - July 31)
through your usual supplier

MA9845

increase your turnover
with these fast moving

M&B counter lines

'Anthical' Cream

trade mark

brand

MEPYRAMINE MALEATE/ZINC OXIDE CREAM

for sunburn

25 gramme tubes, in attractive display outers of 10 tubes.

'Anthisan' Cream

trade mark

brand

MEPYRAMINE MALEATE CREAM

for insect bites

and all kinds of stings

25 gramme tubes, in attractive display outers of 10 tubes.

'Avomine'

trade mark

brand

PROMETHAZINE CHLOROTHEOPHYLLINATE

for the prevention and
treatment of travel sickness

Handy ten-tablet slide containers, in attractive display
outers of 10 containers.

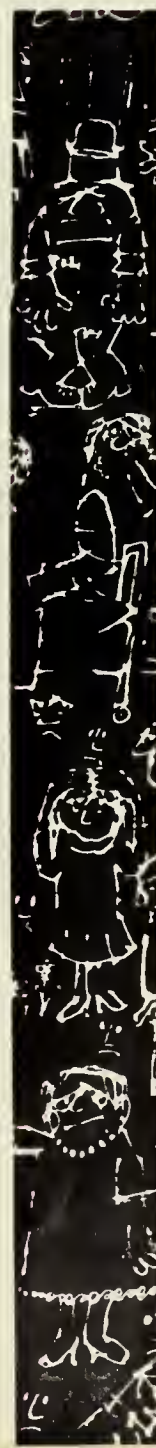


M&B brand Medical Products

Manufactured by

MAY & BAKER LTD

Distributors: PHARMACEUTICAL SPECIALITIES (MAY & BAKER) LTD., DAGENHAM



A WORLD-WIDE SERVICE ...



SYDNEY HARBOUR



Speedy, friendly service geared to their particular needs is what our customers everywhere have come to expect as routine. Ideally suited for shipment by air, our products can be anywhere in the world within hours. It's not unusual for orders to be on their way the same day as received. Leaders in Codeine Phosphate and other Alkaloids. (Narcotics of course require licences.)

MACFARLAN SMITH LTD

EDINBURGH · LONDON · MONTREAL · SYDNEY · MELBOURNE · WELLINGTON
and agents in 50 other countries



**NOW,
YOU CAN SELL
A SHAMPOO TO
FOUR WOMEN
OUT OF FOUR!**

**Why?
BECAUSE
SUNSILK CATERES
FOR FOUR
DIFFERENT
HAIR TYPES**



Your customers aren't stupid. They know that the same shampoo doesn't suit every kind of hair. Generally speaking, hair comes four ways—normal, greasy, dry or dull. So Gibbs-Pepsodent make shampoo shopping easier by supplying Sunsilk four different ways—for normal, greasy, dry or dull hair. Such a simple idea, and one that has already increased sales by a third during the last 12 months.

The four different kinds of Sunsilk are advertised, convincingly, in *all* the women's magazines that matter. When you stock all four Sunsilks, you won't disappoint *anybody*!

			
<i>Meg had rather dry hair...</i>	<i>Clary's hair was normal enough...</i>	<i>Anne's hair was just plain dull...</i>	<i>Gina's hair used to be too greasy...</i>
<small>...but after using Sunsilk Dry Shampoo, her hair felt soft and looked healthy. She found it was a bit too harsh, so she switched to the normal variety. Her hair felt just right.</small>	<small>...but it never looked its best until two or three days after she washed it. Perhaps her shampoo was a bit too harsh, so she switched to the normal variety. Her hair felt just right.</small>	<small>...or so she thought. Until she found that "mouse" and "moultin" curls were really the same thing. The only difference is, condition. Her hair clumped into rings to ruin the way she first tried Sunsilk Dull, and now her hair has the lovely give of hair.</small>	<small>...and she had looked in spite of her frequent shampooing. What did it need? A new shampoo? She tried Sunsilk Greasy and found the remedy—a refreshing astringent cleanser that put new light, life and bounce into her hair all once. No limp locks now!</small>
Sunsilk FOR DRY HAIR LONDON SHAMPOO	Sunsilk FOR NORMAL HAIR LONDON SHAMPOO	Sunsilk FOR DULL HAIR LONDON SHAMPOO	Sunsilk FOR GREASY HAIR LONDON SHAMPOO
Sunsilk	Sunsilk	Sunsilk	Sunsilk

*From June to December,
79% of all women under
35 will see Sunsilk
advertising in*

**WOMAN WOMAN'S OWN
WOMAN'S REALM HONEY
WOMAN'S MIRROR
WOMAN & HOME
TRUE STORY PHOTOPLAY
TRUE ROMANCES
WOMAN'S STORY
14 MILLION READERS
EACH MONTH!**



BIG Changes
BIGGER Advertising
AND
BIGGER Sales

FOR
Feen-a-mint

Concentrated Advertising Starts July 6 in

**DAILY EXPRESS · DAILY MAIL · DAILY MIRROR
T.V. TIMES (North & Midlands)**

Long established, Feen-a-mint is now being manufactured and distributed by Evans Medical Ltd.

Big promotional plans are in hand for sales expansion. A concentrated advertising campaign commences on July 6 in the principal national dailies and the T.V. Times, to be supported with effective point of sale material.

This is the beginning of a long term policy to increase public interest and demand for Feen-a-mint.



TRADE TERMS

7/4 per dozen packets + tax

Retail 1/1d. per packet

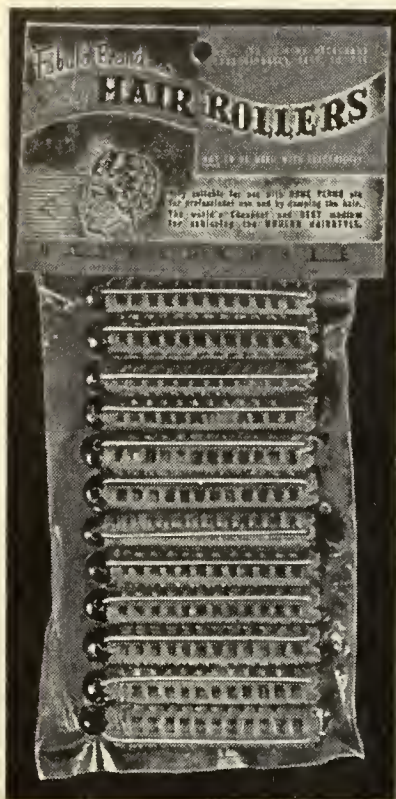
15/8 per dozen packets + tax

Retail 2/3d. per packet

THE CHEWING GUM LAXATIVE



From: Evans Medical Limited.



★ ★ ★ ★ ★ ★ ★

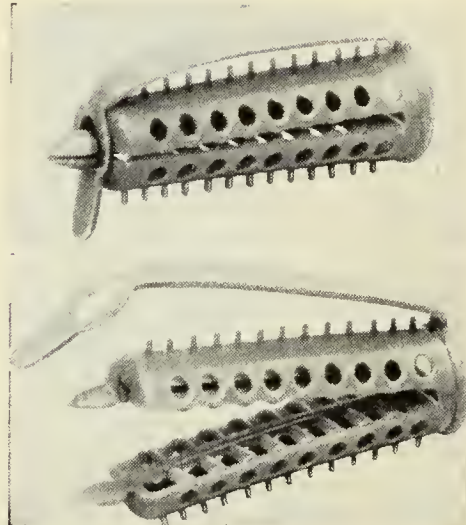
The HAIR ROLLERS

of distinction
and popularity

“FABULO” Brand (regd.)

8 sizes with various contents
of the packs at the uniform
price of 14/8d. + 25% P.T. =
total 18/3d. per dozen
packets.

Retail **2/4d.** per packet



BOUFFANT CURLERS

$\frac{1}{2}$ gross in display carton.
13/8d. + 25% P.T. = total 17/-

Retail **4/3d.** per dozen

Obtainable from most wholesalers or direct from:

HAETAM LTD

63 CORPORATION ST. MANCHESTER 4
Phone BLA 3882

ESTABLISHED
1921



Newman

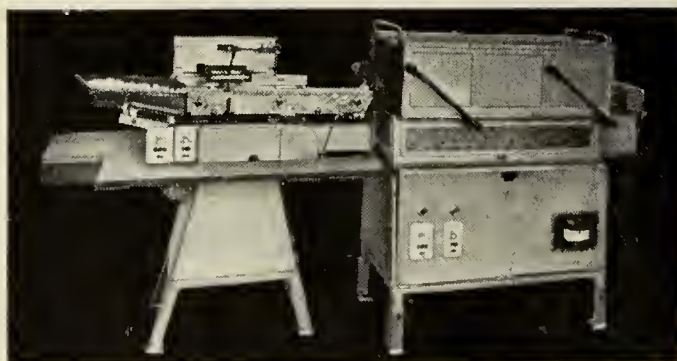
presents the ARBIS Silk Screen Vial & Ampoule Printer with Furnace

This fully automatic machine produces fine quality permanent printing on cylindrical glass objects. An ingenious conveying system in a compact furnace ensures low heat losses and correct attemperation of the glassware.

Outstanding advantages: SIMPLE DESIGN, EASY CHANGEOVER, LOW RUNNING COSTS

Manufactured in Italy by Ardenghi. Distributed and Serviced in the U.K. by:—

NEWMAN LABELLING MACHINES LTD.
QUEENS ROAD · BARNET · HERTS Tel: BARnet 9666



Complete TABLET STRIP-PACKING SERVICE to the Trade..



Enquiries invited
for 'catch cover' packing

MATTHEWS & WILSON LTD.

— LARKHALL WORKS

MORRISH ROAD

LONDON, S.W.2

Tel: TULse Hill 5881/2

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Over a million men wear



LITESOME
Supporters

MAN'S ESSENTIAL UNDERWEAR

SOLE MANUFACTURERS · FRED HURTLEY & SON LTD · KEIGHLEY · YORKSHIRE

OVER A MILLION MEN WEAR **LITESOME**

There's a steady profitable demand for the world famous 'Litesome' Supporter—well backed by consumer advertising and repeat-purchased year by year by men of all ages in all walks of life. Models to suit all purposes and waist sizes—all attractively packaged and priced including the "Standard," "Mayfair" and "Royale" models. Send for full details of prices, terms, dealer aids (Showcards, Leaflet Dispensers, Folders etc.) to FASSETT & JOHNSON LTD., 86 Clerkenwell Road, LONDON, E.C.1. Telephone: Clerkenwell 2336 Distributors to the Chemist Trade or direct to Keighley.

British Pharmacopoeia
recognition for
Bendrofluazide
the active ingredient of

APRINOX

Bendrofluazide, the active ingredient in Aprinox, is included in the new edition of the British Pharmacopoeia (July 1963). This official recognition of the drug lends further to the reputation of bendrofluazide. The medical profession has welcomed Aprinox as the ideal diuretic, especially in cases of cardiac oedema and hypertension. Aprinox (bendrofluazide) is presented in 5 mg. and 2.5 mg. tablets, in containers of 100 and 500 tablets.

Aprinox tabs. 2.5 mg. bottle of 100 *Trade Price 111/- per doz.*

Aprinox tabs. 2.5 mg. bottle of 500 *Trade Price 498/- per doz.*

Aprinox tabs. 5 mg. bottle of 100 *Trade Price 183/- per doz.*

Aprinox tabs. 5 mg. bottle of 500 *Trade Price 891/- per doz.*

AVAILABLE FROM YOUR USUAL WHOLESALER

OR THROUGH THE WHOLESALE DIVISION OF
BOOTS PURE DRUG COMPANY LIMITED, STATION ST., NOTTINGHAM. (Tel 56111)
OR 71 FLEET STREET, LONDON, E.C.4. (Tel FLEet Street 0111)
OR MOTHERWELL STREET, AIRDRIE. (Tel Airdrie 2491)



André Philippe

LEAD ON!

Currently Advertised in

★ "THE STAGE & TELEVISION TODAY" ★
★ "AMATEUR STAGE" "DRAMA" ★

perfumed aerosol HAIR LACQUER

Growing in Popularity
In Constant Demand
A BEST SELLER

André Philippe
LIMITED

71-71B GOWAN AVENUE · FULHAM
Telephone: RENown 2914/2397 LONDON · SW 6

No. 15
Cost per doz.
29/- plus 25% PT
Retails **4/3**
Please send for
prepaid order card



Fine for Fine Days

FOR COMFORT AND COOLNESS

"Nyfine"

FINE LIGHTWEIGHT NYLON ELASTIC YARN STOCKINGS

- Available through N.H.S.
- Fine and sheer texture without seams.
- Attractive "Rose-Dew" and "Continental" shades.
- Gives elegant and shapely appearance with excellent support.
- Overstockings unnecessary.

E. SALLIS LTD.



CLOSED TOES

Above knee length only
in six sizes

8½" 9" 9½" 10" 10½" and 11"

The latest *"Esiness"* product

VERNON WORKS · BASFORD · NOTTINGHAM Tel.: 77841/2
Distributors for N. Ireland : S. Haydock & Co. Ltd., Belfast



Children's Soluble Aspirin Tablets

Orange flavoured and of the highest quality

75 milligrams (B.P. equiv. of $1\frac{1}{4}$ grains) packed under seven Chemist's Own Brand—Own Name designs in showouters of 1 doz. Attractive showcard on request.

Infant's Soluble Aspirin

150 milligrams (B.P. equiv. of $2\frac{1}{2}$ grains) BULK ONLY.

Please write for trade terms and samples to:

**ARTHUR H. COX & CO. LTD.,
BRIGHTON, ENGLAND.**

Tel. BRIGHTON 63084 (5 lines)

Manufacturers of the first children's soluble, flavoured aspirin tablets



Style for Staff

**THE "AGLAIA SHIPMAN"
CANADIAN MADE
OVERALLS**

Style 904 (Illustrated)

—three-quarter sleeves.

Style 804—short sleeves.

Opens all the way down. With buttons and gripper fasteners. Set-in belt. May be worn open at the neck. The fabulous STRETCH & WEAR poplin is a wash and wear fabric. It will "give" to provide greater comfort for movement and durability.

White only.

79/6d.

Canadian sizes : 10-12-14-16-18

UK bust measurements : 32-34-36-38-40

If you cannot obtain this overall at your retail supplier please write to:

**PARKER PACKING CO. LTD., DEPT. CH/DR
Victoria Wharf, Grove Street, London S.E.8**

Please send me AGLAIA SHIPMAN OVERALLS

SIZE..... QUANTITY..... STYLE 904 ☐ STYLE 804 ☐

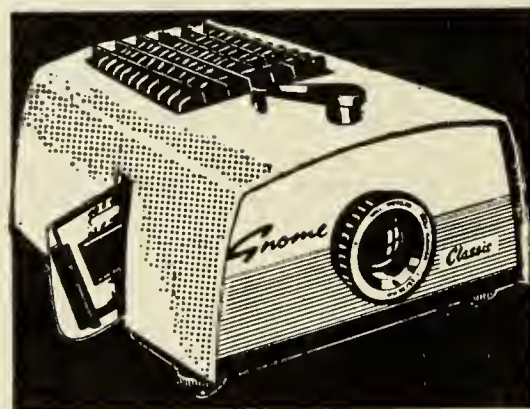
Name

Street

City..... County.....

Enclosed: ☐ Money Order ☐ Cheque ☐ C.O.D.

Please increase by 1/6d. per overall (but 3/- for C.O.D. orders) for packaging and mailing.



Britain's best selling projector
the superb

**GNOME
CLASSIC**

150 watt 35 mm PROJECTOR

Contemporary low line styling, with precision all-metal construction. Exclusive new type lever slide change. First quality optical condensers. Wilon f2.8/85mm hard coated lens. Amazing light output, with excellent definition.

PRICE £10. 19. 6. Lamp, extra 30/-

Also the GNOME CLASSIC 305
A 300/500 watt 35 mm Projector with powerful fan cooling and brilliant light output £15 15 0.

Write for details to:

**GNOME PHOTOGRAPHIC PRODUCTS LIMITED
GNOME CORNER, CAERPHILLY ROAD, CARDIFF**

NO MORE NAPPY RASH



GREATLY INCREASED NATIONAL ADVERTISING

Our new campaign started in June, with a large space in the *DAILY EXPRESS*; followed every month by larger spaces in the leading mothercraft and women's magazines—

Mother · Family Doctor

Parents · Nursery World

Good Housekeeping

Housewife · My Home

Woman · Woman's Realm

She · The Baby Book

You & Your Baby

and many Annuals and specialist baby books.

THE BIGGEST SUCCESS STORY OF RECENT YEARS IN BABY PRODUCTS

Welcomed by mothers everywhere — approved and recommended by the medical and nursing professions, including the leading Nursery Training Colleges and most Welfare Clinics—a line which does *literally* sell on sight!

Every customer with a young baby—every woman who *knows* of a baby at the nappy stage, will bless you if you tell her about the Marathon One-Way Nappy . . .

PREVENTS NAPPY RASH and soreness

Keeps baby dry and comfy always—ensures long quiet nights and happy days.

Worn under the regular nappy (terry or disposable) the outer nappy is wetted but Baby stays dry and happy. Urine passes through and is absorbed by the outer nappy—but cannot go back.

Existing rashes and skin troubles quickly clear up, nappy changing is much easier and pleasanter, and the MARATHON Nappy is easily washed and sterilised.



In 3 sizes, in hygienic Polythene bags, to retail at—SMALL: 2 for 5/11; LARGE: 2 for 7/11; PANTS: 2 for 8/11.

Order NOW from your Wholesaler to meet this huge demand. If any difficulty, write for the name of your nearest Wholesaler to Marathon Knitwear (Nottingham) Ltd., Peveril Street, Nottingham.



THE JOHN BEALES ASSOCIATED COMPANIES, NOTTINGHAM.

£5,000 CASH! in £5 awards!

Dixcel

COURTESY
DRIVING
OFFER

Motorists

Car Pack Tissues
EXTRA WET STRENGTH
Introductory Offer 3'off!

Dixcel
Dixcel

**THIS PACK COULD WIN
YOU £5 THIS WEEKEND**

Announcing New **Dixcel** Car Pack Tissues
£5,000 IN COURTESY DRIVING AWARDS

Driving to the coast this weekend?

TAKE A LEAFLET GIVING FULL DETAILS
and get your pack today!



Take the road to BIGGER PROFITS with

BRONCO LTD. BERKSHIRE ROAD, HACKNEY WICK, LONDON, E.9. Tel: AMHerst 322.

Display the pack motorists have been waiting for!

Car Pack Tissues
EXTRA WET STRENGTH

Introductory Offer - 3^d OFF!

Dixcel

LAUNCHED WITH £5,000 IN FIVERS-FOR-DRIVERS AWARDS

£5 prizes for the first 1,000 motorists with Dixcel Car Pack tissues in their cars. That's the spearhead of the new summer sales drive! Starts July 19—so stock up now!

DRIVEN HOME FAST by large space promotional campaign in the EVENING NEWS and EVENING STANDARD.


STEERED YOUR WAY with lively, sales clinching display material—free for your store!

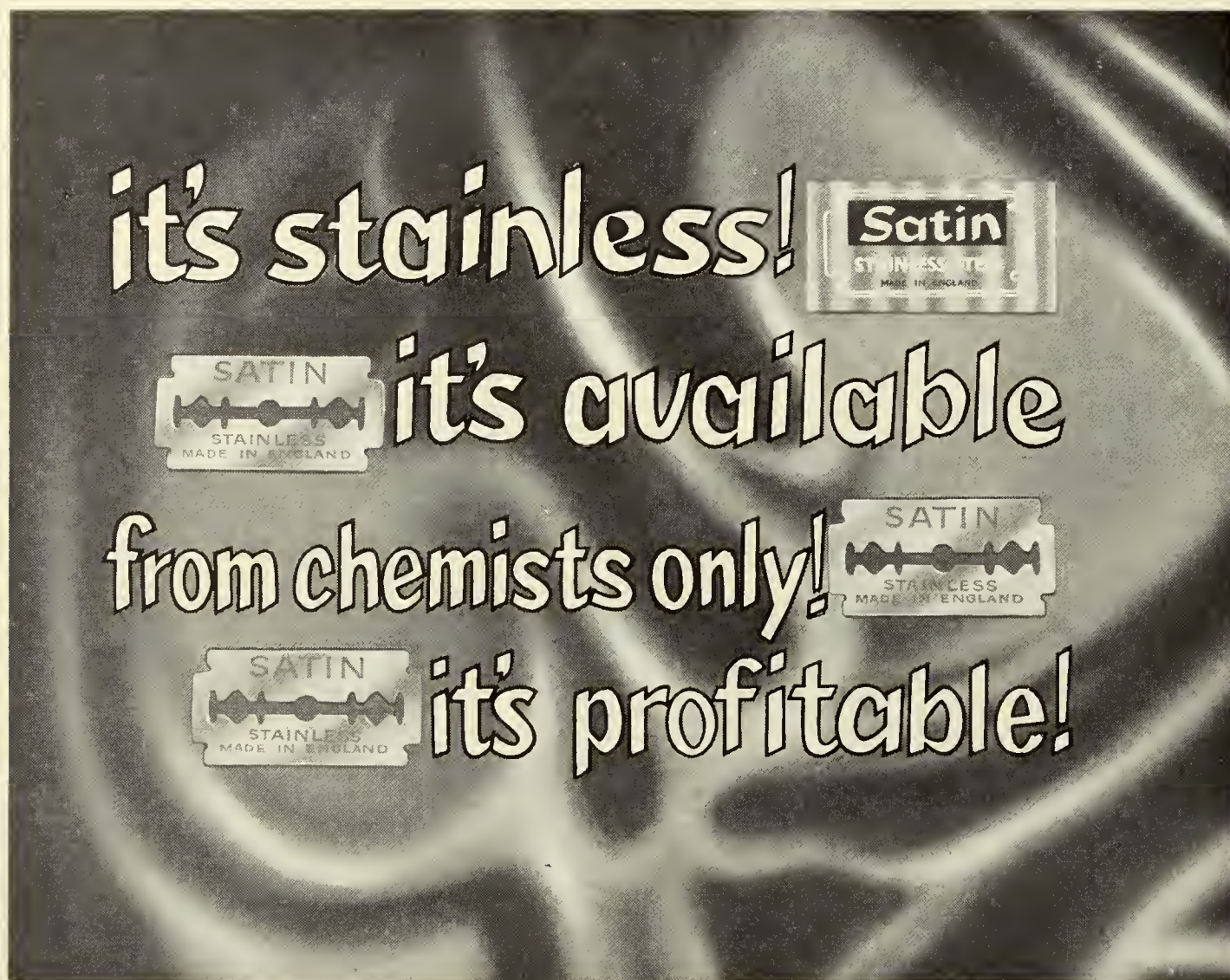
AND 3d OFF TOO! Yes, Dixcel Car tissues make a special 3d-off introduction to your motoring customers.



It's the motoring member of the great new Dixcel family of soft tissues now launched with an all-out £5,000 courtesy driving offer, and big space advertising! New Dixcel Car Pack tissues have an appeal all their own to your car-owning customers. Specially produced in an RAC approved 'safer motoring' pack, these new Dixcel tissues are bound to go places—fast!

NEW Dixcel CAR PACK TISSUES

 The Peter Dixon Group



it's stainless!

it's available

from chemists only!

it's profitable!

It's stainless—it's the new SATIN stainless steel razor blade made in Sheffield from finest stainless steel.

It's available—ex stock from the sole distributors, A. L. Simpkin & Co. Ltd. —order direct or through your Simpkin's representative.

From chemists only—SATIN stainless steel razor blades will be sold only to chemists and will not be available to any other retail outlet. Buy SATIN and help yourselves.

It's profitable—generous profit margin allows 33½% on return. SATIN blades are competitively priced to retail at 5 for 2/—, packed in display cartons containing 20 packets.

Satin

STAINLESS STEEL RAZOR BLADES

Sole distributors:

A. L. SIMPKIN & CO. LTD. Hunter Road, Sheffield, 6 Tel: 348736

BIG

**TV
campaign**

**for
matey**



matey makes bathtime funtime!

Powerful 15 second commercials starting July 8th with the highest ever frequency on

**LONDON • MIDLANDS • NORTH
TWW • SOUTHERN • TYNE TEES
ANGLIA • WESTWARD • BORDER**

They'll all be seeing it! They'll all be hearing that lively, fun-bubbling jingle! They'll all be getting the message!

Mothers and children everywhere will be asking for Matey. Make sure you have good stocks to meet the coming demand.

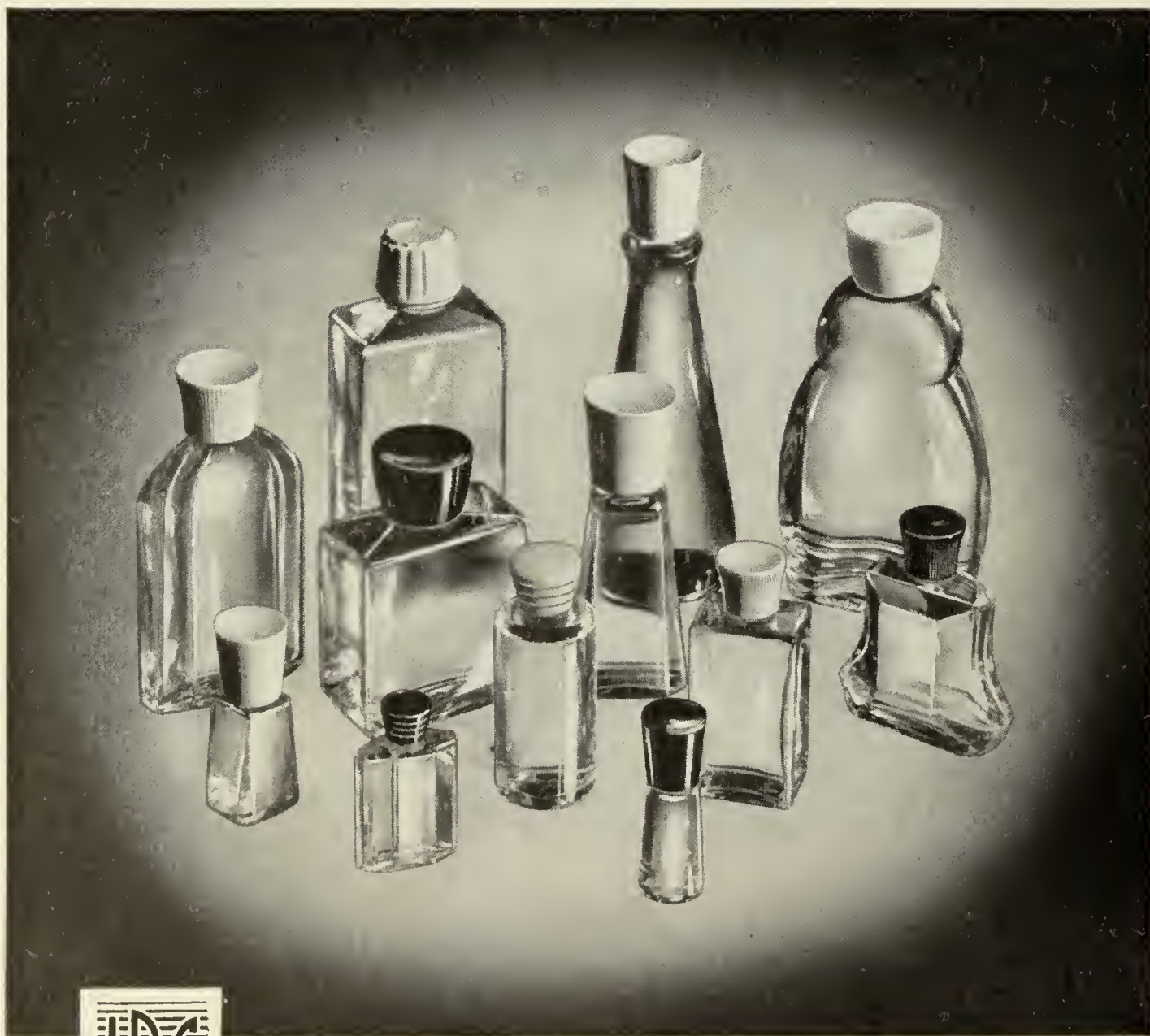
IT'S SO MUCH FUN (AND SUCH GOOD BUSINESS) TO HAVE **matey**



BURWOOD LABORATORIES LTD.

Sold only by NICHOLAS PRODUCTS LTD., Bath Road, Slough, Bucks.

Spotlight your bottles with elegant caps from **IBC**



THE INTERNATIONAL BOTTLE CO. LTD.

140 PARK LANE • LONDON W1 • TELEPHONE: MAY 6992 (5 LINES) • TELEGRAMS: AUTREFOIS AUDLEY LONDON

**MANUFACTURERS AND DISTRIBUTORS OF
STANDARD DRUGS & PHARMACEUTICAL
CHEMICALS**

**M
A
C
A
R
T
H
Y
S**

**GALENICALS
PHARMACEUTICAL
CHEMICALS**

**TABLETS
OINTMENTS**

PESSARIES

SUPPOSITORIES

CAPSULES

LOZENGES

of

THE B.P., B.P.C.

and N.F.

**Packed for the Dispensary
and the Counter**

**Own formulations, etc.
prepared and packed
to order**

TELEPHONE

★	ROMford	46021
★	KIPling	5555
★	WEMbley	8855
★	ARDwick	5131
★	MARYhill	5221



THE CHEMIST AND DRUGGIST

ESTABLISHED 1859

THE WEEKLY NEWSPAPER FOR PHARMACY
and all sections of the drug, pharmaceutical,
fine chemical, cosmetic, and allied industries

*Official organ of the Pharmaceutical Society of Ireland
and of the Pharmaceutical Society of Northern Ireland*

Volume 180

July 13, 1963

No. 4352

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Cumulative price list (home copies only): loose supplement.*

PUBLISHED BY

MORGAN BROTHERS (PUBLISHERS), LTD.,
at 28 Essex Street, Strand, London, W.C.2
Telephone: Central 6565

Telegrams: Chemicus, Estrand, London

(H) MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

(C) MORGAN BROTHERS (PUBLISHERS), LTD. 1963

GLASGOW: 160 Nether Auldhouse Road, S.3. Phone: Langside 2679.
LEEDS: 16: 32 Wynford Rise, West Park. Phone: Leeds 67 8438.
WOLVERHAMPTON: 89 Woodland Avenue, Tettenhall Wood.
Phone: Wolverhampton 52301.

ANNUAL SUBSCRIPTION

which includes The Chemist and Druggist Diary and Year
Book, £3 10s. Single copies 1s. 3d. each (postage 5d.).



**They're winning sales
all over the country**

PADDI & PADDI-pads top the Popularity Poll

Yes! mothers all over the country are being won over to PADDI & PADDI-pads by these delightful triplets—featured in mass circulation and specialist magazines. Hard-selling advertisements in Woman, Woman's Own, and many other publications are telling mothers of the advantages of PADDI-pads to both mother and baby. Are you ready to meet the demands of the increasing number of PADDI voters? Check and order extra stocks NOW!

SPECIAL DISCOUNTS FOR YOU

You may obtain a special discount of from 5% to 10% on your order for PADDI-pads. Ask for details—NOW!

ROBINSON & SONS LTD • WHEAT BRIDGE MILLS • CHESTERFIELD



NEW LARGE TUBE

NATURAL, PEACH and IVORY ONLY
No. 4 SIZE: TRADE 27/8 DOZ. RETAIL 4/1 each.



Constantly advertised in Women's Magazines

WELL WORTH DISPLAYING

ORIGINAL DESIGN—ALL SHADES
IVORY, NATURAL, PEACH, OCHRE,
SUNGOLD, APRICOT and RACHEL

TUBES No. 2 No. 3
TRADE 9/- doz. 14/2 doz.
RETAIL 1/4 each 2/2 each

JARS
TRADE 20/6 doz. RETAIL 3/1 each



DIXOR LTD. ST. LEONARD'S ROAD
MORTLAKE, LONDON S.W.14

The CHEMIST AND DRUGGIST

Volume 180

JULY 13, 1963

No. 4352

British Visitors Welcomed AMERICAN FACTORIES' "OPEN DOOR"

A PAMPHLET available to British businessmen and tourists visiting the United States lists 3,124 plants, offices and ranches that may be seen. The pamphlet, "Travel a New World of Industry," is obtainable from the United States Travel Service, 22 Sackville Street, London, W.1. It contains a State-by-State summary of industrial tours.

The factories listed in the chemical, pharmaceuticals and cosmetic industries include the American Cyanamid Co.'s central research division in Connecticut; the Alka-Seltzer laboratories in Indiana; Dow Chemical Co., Monsanto Chemical Co., and Proctor & Gamble Mfg. Co., all of Missouri; the CIBA, Pacquin and Squibb organisations, all in New Jersey; and others.

Agricultural Chemicals

RECOMMENDATIONS FOR SAFE USE

THE Ministry of Agriculture, Fisheries and Food has issued recommendations for safe use in Great Britain for the following: 4-tertiary butyl-2-chlorophenyl methyl methylphosphoro amide, an insecticide and anthelmintic for veterinary use, contained in the proprietary preparations Ruelene and Hypolin; captan, a fungicide for home-garden, agricultural and horticultural uses; disulfoton, an organo-phosphorous insecticide; endothal, fenoprop and linuron, all herbicides used in agriculture and horticulture. Recommendations have also been issued for N^1 - (4 - chlorophenoxy)phenyl - NN - dimethylurea, a herbicide contained in Tenoran. Guidance is also provided concerning the use and labelling of car-

bon tetrachloride and ethylene dichloride, in food storage practice, as liquid fumigants for the disinfection of stored products or empty sacks.

National Productivity

EASTBOURNE CONFERENCE IN NOVEMBER

THE final "wind-up" conference for the National Productivity Year is being held at Eastbourne, November 26-28, under the title "Productivity — the Next Five Years." Lord Netherthorpe (chairman, British Productivity Council) will preside. On the second day, the conference will divide into five main sections — research and development, production, retail distribution, marketing, and education and training.

A Critic of Chemists

"OUT-DATED PREJUDICES"

OUT-DATED prejudice, according to Mrs. Patricia McLaughlin, M.P. (general secretary, London Foundation for Marriage Education) at a meeting of midwives in London, often holds pharmacists back from advising the public about family planning. "In an age when there is so much misunderstanding and false ideas on family planning,

the onus is surely on the professional man to advise on what is primarily a question of health and hygiene. . . . He should not be prejudiced against passing the ethical information on to adults."

Added-value Tax

OBJECTION BY ASSOCIATION

THE National Association of British Manufacturers has come down firmly against the introduction of an added-value tax in substitution for purchase tax, profits tax, or both. The Association wants the Government to consider whether international action might be taken to prevent overseas countries from remitting taxes of that kind on their exports. Added-value taxes used abroad, under different conditions, are considered to give benefits to exporters, especially in France.

Household Disinfectants

CONSUMERS ADVISED

THE July number of *Which?* (journal of the Consumers' Association) advises on household disinfectants and gives guidance on brands. The Association categorised the products studied into four types: hypochlorites, coal-tar fluids, "pine" fluids and lavatory cleaning powders. Hypochlorites are considered as useful for disinfecting such items as nappies and handkerchiefs, but a warning is given, on account of their bleaching action, against their use on some fabrics. Coal-tar fluids are stated to be less affected than hypochlorites by organic matter, and so more suitable for such tasks as sterilising soil or cleaning out kennels. Cleaning powders are held to be useful for cleaning lavatory bowls but to try and



WORLD CHEMISTS IN LONDON: On the platform at the plenary session of the twenty-second Conference of the International Union of Pure and Applied Chemistry, London, July 10-17, are Professors Letort; Kondratiev; Klemm; and Chaudkoiv; Sir Howard Florey (president of the Royal Society); Drs. W. A. Noyes (speaking); and Thompson; Lord Todd, F.R.S.; and Dr. R. Morf.

disinfect drains with household disinfectants is held to be of little avail. "Drains that smell need to be cleaned out."

Design Exhibition

BRITISH DISPLAY AT MILAN IN 1964

AN official British exhibit at the next Milan Triennale, 1964, is being organised by the Council of Industrial Design. Overall theme is "Free Time—the Constructive Use of Leisure." Manufacturers with suitable products of a high standard of design are asked to contact the Council. The display is expected to include equipment for, among other things, photography, etc. It is not confined to categories regularly included in Design Index, nor need goods be already in production.

Dispensing Doctors

EXPENSIVE DRUG TEST EXTENDED

THE Minister of Health has added adrenaline acid tartrate aerosol inhaler (Medihaler Epi) to the list of specially expensive drugs, for the supply of which doctors receive payment over and above their capitation fees.

IRISH NEWS

THE REPUBLIC

Cyanide Death

BLAME APPORTIONED

IN the High Court, Dublin, on July 3, Mrs. Mary Mangan, St. Patrick's Park, Celbridge, was awarded £1,003, with costs, for the loss of her son, Patrick. It was stated that on September 14, 1961, Patrick, a railway employee at Celbridge, filled a cup with water and put some of the contents of a bottle labelled Kruschen salts into it. After taking a drink he collapsed and died. It later transpired that the bottle contained potassium cyanide, intended for destroying a wasp's nest at the station (see *C. & D.*, September 30, 1961, p.

365). Mr. Nathaniel Galway-Greer, Rooske Lodge, Dunboyne, who had given the bottle some time earlier to the signalman, was held to be 20 per cent. negligible, and Coras Iompair Eireann (the Irish State transport organisation), 80 per cent. Damages were assessed in proportion.

Turnover Tax

ASSOCIATION APPROACHES MINISTER

THE Irish Drug Association announces that, following a recent meeting in Belfast of representatives of the National Pharmaceutical Union; Scottish Chemists' Federation; Ulster Chemists' Association and the I.D.A. (see *C. & D.*, June 22, p. 676), the Association made an individual approach to the Minister for Finance protesting at any proposed turnover tax.

OVERSEAS NEWS

UNITED STATES

Lung Transplants in Animals

THE first successful lung transplants in animals have been achieved by physicians working with an anti-cancer drug at the Imogene Bassett hospital, Cooperstown, New York. A recent report by the American Cancer Society says that raises hopes of a human "lung bank." In the experiments, lungs were removed from one set of dogs, stored for twenty hours, and then transplanted into a second set. Four successful transplants were made and examination of the animals up to fifty-six days after the operations showed the lungs to be functioning well. Methotrexate, developed by Cyanamid International's Lederle Laboratories, was used in the experiments and the workers consider that their success supports the theory that it might interfere with, or curb the production of antibodies, thus permitting grafts to take. They kept the lungs alive prior to transplanting by pumping serum through the blood vessels and placing them in plastic bags

which were then immersed in iced water. The lungs were pumped with air three or four times a minute during storage, using a mechanical respirator.

New Anionic Iodophor

A NEW, non-staining iodine germicide has been developed by Guardian Chemical Corporation, Long Island City, New York. Diluted fifty times with water, the product is claimed capable of destroying all pathogenic micro-organisms, except spores, within sixty seconds. The product, Iodosene, which is being made in liquid and powder forms, contains iodine complexed by means of an anionic hydrocarbon-sulphonic acid and is thus miscible and compatible with anionic soaps and detergents.

KENYA

Nairobi Chemists' Future Hopes

SPEAKING at the inaugural dinner and dance of the Nairobi Retail Chemists' Association on June 15; the chairman (Mr. Meerloo) said it was hoped to be able to provide at least one twenty-four-hour dispensing service for Nairobi soon. He also hoped that, for the sake of uniformity, pharmaceutical matters would be made a federal service when the East African Federation came into being. Mr. Meerloo considered that the Government should take steps to ensure that medicines were only obtainable from pharmaceutical outlets. Mr. A. Hicks (president, Kenya Medical Association) thanked the Association for its contribution towards the "Keep medicines out of the reach of the children" campaign in 1962 and for giving Nairobi its first-ever Sundays and public holidays rota.

PAKISTAN

Importers' Association

AT the second annual meeting of the Pakistan Pharmaceutical Importers' Association held in Lahore recently. Mr. M. A. Sheikh was elected *Chairman* and Messrs. F. Kabeer and N. A. Zaidi *Vice-chairmen*.

SCOTTISH DEPARTMENT

Annual and Representatives' meetings

THE 112th annual meeting of members of the Pharmaceutical Society resident in Scotland and Branch representatives' meeting were held jointly in Edinburgh, on June 19, Mr. W. C. D. Bain in the chair. The chairman drew attention to new regulations for registration as a "student" as they applied to Scotland and mentioned that the first indication of the results under the new examination system was that the percentage pass appeared to have risen. The president of the Society (Miss M. A. Burr) had taken the chair at one of the five evening meetings for the first time in the long history of the meetings. The Executive had been consulted by the Scottish Home and Health Department about the proposal to institute a drug testing scheme in Scotland, and had put forward recommendations to the Department. In conjunction with the Council the executive had submitted evidence to the Scottish Committee on the Hospital Pharmaceutical Service, the chairman

of which (Mr. J. B. Grosset) was an *ex-officio* member of the Executive. The traditional pharmacy of the late nineteenth century which had been established in the basement of the Society's House, largely through the initiative of Mr. C. G. Drummond (chairman, Scottish History of Pharmacy Committee) had attracted considerable interest. Mr. Bain drew attention to Mr. Grosset's having been a member of the subcommittee on the safety of drugs, and complimented him and Sir Hugh Linstead on their action in submitting a minority report pleading for legislation to control the introduction of new drugs. The resident secretary (Dr. G. H. Macmorran) declared the result of the election of seven members to the Executive (see *C. & D.*, June 22, p. 676) and expressed his thanks to the scrutineers. Messrs. A. Cowan, Bannockburn, and F. Hepburn, Edinburgh, then gave addresses on "The Value of the Pharmacist to the Community" (see p. 30).

NEWS IN BRIEF

COSMETICS and razor blades were stolen in a recent raid at the pharmacy of Councillor B. A. Porter, 31 St. George's Street, Canterbury, Kent.

MR. J. C. Tate, in business as a pharmacist at 9 Coventry Road, Market Harborough, Leics, recently won second prize in a window-dressing contest held in connection with the town's carnival.

THE salary claimed by the Guild of Public Pharmacists for a Chief Pharmacist, category I (and deputy chief, category IV) is £1,000, rising to a maximum of £1,350 [corrected note].

HUDDERSFIELD, Yorks, Executive Council is seeking Ministry of Health approval to end the Saturday-evening rota arrangements in the town owing to declining demand.

THE approval of the Minister of Health is no longer needed by local health authorities in England and Wales wishing to ask water authorities to raise the level of fluoride in their water supplies to one part per million.

A REVISED booklet of approved names (British Pharmacopœia Commission, 44 Hallam Street, London, W.1, price 4s.), contains more than 700 approved names and an index of about 800 proprietary and other names.

SIR Denis Truscott has been elected *President* of the Printing, Packaging and Allied Trades Research Association for 1963-64. A scheme for the admission of members from countries outside the British Commonwealth has been approved by the Association.

AN amendment to the Ship Captain's Medical Guide (H.M. Stationery Office, price fivepence) deals with mouth-to-mouth or mouth-to-nose artificial respiration and gives information and instructions on how the method should be applied to a casualty.

A SPECIAL consignment of typhoid vaccine was sent to London over the week-end July 6-7 by Evans Medical, Ltd., Speke, Liverpool, 24, to meet the increased demand that followed the Minister of Health's warning to intending travellers abroad.

THE National Health Service (Determination of Regional Hospital Areas) Order, 1963 (H.M. Stationery Office, price threepence), effective since July 1, transfers a small area of the administrative county of Hampshire from the South-west Metropolitan Regional Hospital area to the Wessex Regional Hospital area.

THE annual report of the Middlesex Pharmaceutical Committee refers to a case considered by the Committee in which a newly established contractor had circulated doctors in his area with information on his opening hours. "It appeared that this contractor had not realised this was an infringement of the Society's Statement on Matters of Professional Conduct." The matter was "cleared up satisfactorily."

AT the first annual meeting of the Institute of Commercial and Technical Representatives, Ltd., Queen's House, 180 Tottenham Court Road, London, W.1, to be held at the Royal Overseas League Club, Park Place, St. James' Street, London, S.W.1, at 10 a.m. on July 13, announcements are being made concerning the Institute's future work in the educational field of commercial and industrial salesmanship.

THE general chemicals division of Imperial Chemical Industries, Ltd., is ceasing manufacture at its works at Oldbury, Worcs, in late 1964 or early 1965. The works, known as Chance & Hunt works, employs 370 people in the manufacture of chemical products most important among which are sulphuric acid, chlorosulphonic acid, hydrochloric acid, saltcake and heat-treatment salts. Production of the chemicals is being transferred to larger I.C.I. factories with available production capacity.

SPORT

Golf.—LONDON CHEMISTS' GOLFING SOCIETY at Porters Park golf club on July 4. Medal competition: Arthur H. Cox prize, R. M. Pierce-Williams (7), 68; Stableford competition: Savory & Moore cup, G. T. Morson (11), 35 points; Professor Flint cup, G. Roberts (13), 32 points. Other leading scorers: R. H. Lushington (12), A. H. Newcombe (7), E. G. Smith (6), 31 points.

TOPICAL REFLECTIONS

By Xrayser

Correspondence columns

At a time of year when, it has been alleged, Fleet Street indulges in the sporting pastime of writing letters to itself for the purpose of stimulating flagging interest, it is quite evident that no such bait is necessary in the pharmaceutical world, if we may judge from several excellent letters in your columns last week (pp. 11-12). That from Mr. Chalmers, of Wimborne, is a dispassionate appraisal of the situation affecting so-called rural areas in which the doctor appears to be taking a disproportionate share of the dispensing. The writer has put his strong case very temperately. It is only when the subject is argued so skilfully that the fact is brought home that conditions have altered radically, both by reason of urban growth and by the completely changed facilities for travel. I warmly commend the sound arguments of Mr. Chalmers to those whose duty it is to negotiate general terms of service. I was impressed also with the letter from Mr. G. Deas Drummond, of Falkirk, drawing attention to a B.B.C. news item concerning a new oral contraceptive drug (obtainable only on prescription) for which a retail price was quoted—a price that completely ignored the pharmacist's right to a professional fee. The principle is entirely wrong, and one would have imagined that a firm deeply involved in pharmaceutical affairs would have avoided the error. Watchdogs such as the correspondents referred to are of the greatest value.

Profession or trade?

Mr. Eric Neal's lively indictment of those who are striving to raise professional standards in pharmacy (p. 17) must have given the members of the Worcestershire and Herefordshire Branch of the Pharmaceutical Society a cold douche if their aspirations ran parallel to those of the Committee on the General Practice of Pharmacy. The speaker's contribution is not without value, for it shows that the report so recently discussed by Branch Representatives has its critics. It will be for the advocates of professionalism to try to convince Mr. Neal that their approach is the correct one, and I suspect, from the tone of his remarks, that they will find some difficulty. I have no doubt that the speaker is not ploughing a lone furrow and that there are others who think similarly. The surprise to me is that anyone who feels as Mr. Neal does should have chosen pharmacy as an outlet for his business instincts when, it seems, there are so many other avenues open to him that are unhampered by the restrictions which he finds so inhibiting. I think Mr. Neal is justified in feeling that we are inadequately recompensed for our professional work, but I dispute his assertion that, since members of the public have to come to the pharmacist for their prescriptions it does not matter to them if the establishment is run on professional lines. An attitude such as that is hardly an argument that could be used in support of his claim that pharmacists must secure just and adequate payment for all services under the National Health Service and the restriction of the sale of all drugs and medicines to pharmacists. It would seem that Mr. Neal could hardly be classed as one of the starry-eyed idealists to whom Mr. C. H. Smith recently took exception, but that Mr. Smith has engaging qualities we learned last week in the series "Figures in the Pharmaceutical World." That pharmaceutical world is composed of a broad cross-section of humanity, and, indeed, is a world in miniature.

B.P. and B.P.C.

There was a time when I looked forward to the publication of a new B.P. or B.P.C.—a time when most of the ingredients and preparations were on the shelves, and one accepted the challenge of progress by making small batches of the new galenicals. I greatly value the summaries of the new editions published on July 1 (pp. 14-15), but the books no longer talk the same language as those of forty years ago. Once upon a time, as all good fairy stories should commence, I knew which volume to lift. That is no longer the case. Almost the only recognisable feature today is the outside cover.

Pharmacists' Value to the Community

EDINBURGH EXAMINES PROFESSIONAL AND FINANCIAL ASPECTS

"THE Value of the Pharmacist to the Community" was the subject for discussion at the annual meeting and branch representatives' meeting of the Scottish Department, Pharmaceutical Society, held in Edinburgh, on June 19. The theme was dealt with from two aspects: professional and financial.

Professional Assets

MR. A. COWAN, Bannockburn, speaking on the professional aspect, began by looking at the pharmacist's professional assets. These, he said, were education, statutory qualifications and membership of the Pharmaceutical Society. Without education, the others did not exist. General education provided the mental flexibility necessary to embark on what was one of the most rigorous courses of professional education. The level of academic training would always be in a state of progressive change, otherwise that fundamental asset would soon depreciate in value. Such changes should be made for the express purpose of ensuring that succeeding generations of students were equipped with the essential technological "know how," for assessing for themselves the relative merits of new drugs. "Two revolutions" had had a bearing on the value of the pharmacist: the revolution in drug therapy, and the National Health Service. Three side effects of the drug revolution had been the shift of emphasis from extemporaneous dispensing to the dispensing of products produced by a rapidly expanded drug industry; the makeshift modification of legislation relating to medical preparations and a rapid acceleration in the standard of academic training.

Under the National Health Service pharmacists had become dispensers to the nation under terms of service laid down by regulation made under the Act. In negotiations on remuneration materialism and cold statistics were the order of the day, the professional viewpoint having little chance to flourish.

In the field of public health and public safety, the pharmacist's rôle was twofold: as an individual in whatever sphere of the profession he might be engaged, and as a member of the Pharmaceutical Society in a collective rôle. The teaching pharmacist, industrial pharmacist and medical representative had indirect rôles, those in hospital pharmacy or general practice a more direct rôle. It was neither spectacular nor dramatic, but the value of the pharmacist to the community had increased and his potential value was unlimited. Pharmacy today had lost its characteristic identity, and within the pharmacy the professional activities had little visual impact, principally through lack of floor space on which to create a distinct visual line of demarcation between professional and commercial activities.

Despite all the changes, the presence of a pharmacy in an area was a status symbol for that community. The lay impression depended to a great extent

on the image projected by the profession itself.

What could be done to bring about a clearer understanding of the pharmacist's worth? The projection of a clearer public image depended on the clarity of the image which the pharmacist had of his own function, and the need for a generally accepted view of the nature of general practice, was the cornerstone of the recommendations of the report of the Committee on the General Practice of Pharmacy. That embodied the principle that the professional rôle must be predominant. Acceptance of that principle threw into sharp relief the difference between the pharmacy as a retail establishment and other retail outlets. The sale of medical preparations by retail was restrictive in nature, as it should be if the pharmacist acted in the public interest.

What could be done by way of "appreciating" as opposed to depreciating, the values? The first means concerned the relationship of the pharmacist with the medical practitioner. The latter, because of his increasing preoccupation with diagnosis and treatment had little time to devote to the objective assessment of new therapeutic agents. Generally speaking, relations between pharmacist and doctor were good, but they had no recognisable form or dimension, and little had been done to project that aspect to committee or national level. That there had been throughout Scotland in recent years meetings between doctors and pharmacists was encouraging, and such developments should be pursued with vigour.

"Appreciation" could also be effected by the activities of the Society as a professional body. The evidence submitted to the working party on medicines legislation and the note of dissent submitted to the Ministry of Health by the pharmaceutical members of the subcommittee on the Safety of Drugs, were examples. Appreciation of the worth of the pharmacist could not be achieved by "crying for the moon" but by enlightened thinking and hard work on the part of each pharmacist.

Idealists and Materialists Needed

In his closing remarks the speaker quoted from what "E. C. Tenner" wrote in THE CHEMIST AND DRUGGIST of May 25: "Pharmacy, like every other profession, needs its idealists as well as its materialists. For progress there must be ideals to progress towards. Materialism may be used to consolidate progress, but if idealism is removed there is nothing for materialism to consolidate, and stagnation and retrogression soon set in. . . . Pharmacy is on the move and characteristically it is sheer economic necessity that is forcing it to move towards a recognisable and acceptable blend of professionalism (*idealism?*) with materialism in order that it may live at all. In 1963 pharmaceutical survival still depends upon those visions first expressed in 1841."

A heavy responsibility lay on those with experience to mutate in keeping with changing conditions.

Financial Aspects

The financial aspect was looked at by MR. F. HEPBURN (Edinburgh), who explained that he was giving personal opinions, and not speaking as chairman of the Pharmaceutical General Council (Scotland). He thought the occasion was possibly the first on which an attempt had been made from a public platform to put forward a reasoned case for the evaluation of the rewards a pharmacist should receive.

In hospital pharmacy salaries had been the subject of an Industrial Court award in 1962. They ranged from £725 to £1,640 a year, according to grade. The salaries claimed by hospital pharmacists were £800 to £2,050—important figures, because on that basis the hospital pharmacists assessed themselves. The professions to which the hospital pharmacists compared themselves were: industrial chemists, members of the Royal Institute of Chemistry; scientific officers, Civil Service; biochemists and physicists in the National Health Service; retail pharmacists; and technical college teachers. They had stated that the normal career prospect was a category 3 chief pharmacist receiving £1,020 to £1,355 a year. The claim for that category was £1,250 to £1,630.

In general practice the assistant pharmacist's salary was assessed by the Joint Industrial Council at £800 for the first year after qualifying, rising at the end of five years to £950 a year. A recent survey in private pharmacy in Scotland showed that the salaries being paid varied from £1,000 to £1,075. The J.I.C. recommendation for pharmacy managers was £1,025 a year at a turnover of £10,000 a year, rising to £1,200 at a turnover of £30,000. Salaries being paid ranged from £980 to £2,200 but three-quarters of the total fell between £1,205 and £1,290. The career prospect for a manager with the multiple companies (in the absence of information, an estimate) was probably £1,300 or more, within a range £1,200 to £2,500.

In any study of the remuneration of the working proprietor pharmacist there were a number of aspects to consider. Capital was invested in the business, and it was normal procedure to expect a return on that. After the return was deducted from profits, the balance should be the portion considered as the remuneration of the working proprietor. The manager of a branch pharmacy received assistance from head office, which made his work and responsibility less onerous. In private pharmacy, the working proprietor was responsible, and must also make his own provision for sickness and superannuation. It had been estimated in N.H.S. negotiations that the extra services he gave was 30 per cent. more than the salary of a pharmacy manager. That had been termed management cost. In many small pharmacies the proprietor was receiving less than a pharmacy manager, but

in a pharmacy with a turnover of £15,000 (often considered to be round about the middle point) the remuneration was about £1,500. Above that, the owner received a profit for return on capital.

Remuneration from the National Health Service had for years given dissatisfaction to pharmacists. Several joint surveys had taken place to determine dispensing costs, but there was always a difference of opinion between the two sides as to what the final margin of profit on the contract should be. The award given in 1962 had been based on an average income, from each prescription, of 3s. 2d. Wages and overhead expenses accounted for 1s. 4d., which left 1s. 10d. as total remuneration for the working proprietor. Out of that he had to meet management wages and management cost, plus a profit to allow for a return on invested capital. The turnover in a pharmacy was, on average, two-thirds from retail sales and one-third from dispensing, but a pharmacist spent two-thirds of his time on dispensing. In the smaller unit, the pharmacist spent more than average time on dispensing, and his remuneration had not been enough; in larger units, where the work was done by ancillary staff under supervision, the return was greater, enabling all expenses to be covered with a reasonable, or more than reasonable, figure for remuneration. Differential remuneration had been designed to make those differences more equitable. The claim put forward by the Pharmaceutical General Council had envisaged a salary for the working proprietor of £1,490 at a turnover of £10,000 a year in 1961-62 and N.H.S. remuneration would be the proportion of that sum spent on N.H.S. duties. The element for a working proprietors remuneration in each prescription amounted to 1s. 6d. and in a pharmacy dispensing 13,300 prescriptions a year, he would receive £1,000 for the two-thirds time he spent on the work.

Mr. Hepburn went on to quote from "Careers Guide" a number of financial comparisons with other professions.

Interdependence of Sectors

Present circumstances relating to pharmaceutical remuneration must, he said, come in for critical examination and blame must be apportioned where deserved. The growing concern that was being felt and expressed must be strengthened with enlightened opinion, in an earnest desire to do something about it. The remuneration of the hospital pharmacist, and part of the remuneration of pharmacists in general practice [in Scotland] was dependent on the Scottish Home and Health Department. Hospital pharmacists had to combat arguments about the recommended J.I.C. scales. The remuneration of retail pharmacists was similarly prejudiced by hospital pharmacy scales and also by what they themselves recommended through the J.I.C. The J.I.C. had been much criticised in the pharmaceutical Press, but in its defence, it had been stressed that the scale was a recommended minimum; it had now become apparent that the scale was being used against the profession, so the whole approach to

remuneration required a fresh outlook. An uplift of remuneration of pharmacy managers was essential. If, in the process, that meant eliminating uneconomic units it would, in the long run, be a good thing for pharmacy. Members who sat on the J.I.C. must become aware that, in addition to their moral duty to the wage earner, they carried on their shoulders the whole estimation of the career value of pharmacy. Their task should be to bring the scale into line with salaries actually being paid.

The salaries being paid in private pharmacy, though higher than those recommended by the J.I.C., could not be considered "all that wonderful." Strong criticism must be levelled at pharmacists themselves. There was little point in any pharmacist's considering himself worth £2,000 a year when he was prepared to pay a manager £1,000 for doing approximately the same job. "The time is past for anyone who is an employer of pharmacists taking the attitude that he is entitled to do what he likes in his own business. His business is now everybody's business. The remuneration of the pharmacy manager must approximate closer to the remuneration of the proprietor pharmacist. "The management-cost element, or part of it, may have to be foregone and considered as one of the doubtful joys of proprietorship." If pharmacy was to have a career value of any consequence, then opportunities in management and proprietorship must be made more attractive.

Call for Detailed Survey

Mr. Hepburn went on to suggest that a survey should be undertaken to obtain full information on the basis of which recommendations should be made for improvement. Such a report, which might serve as an appendix to the report of the Committee on the General Practice of Pharmacy, would be welcomed by the membership and nothing but good could come from subsequent branch discussions. The present career value of pharmacy was "something of which we are all half ashamed."

The speaker defined "normal career prospects" as that position which a normally efficient pharmacist should expect to reach at forty-five years of age. On such a basis the prospect in hospital pharmacy would be to rise to category-3 chief pharmacist; in general practice, management or ownership. The salary range at the grade of the category-3 chief pharmacist was estimated in May 1961 to be £1,250 a year, rising to £1,630 a year. Adding 5 per cent. to those figures to bring them up to date, the range would then be £1,350-1,750 a year. "In general practice I should like to see a closer relationship between the remuneration of the pharmacy manager and the working proprietor. The responsibilities in general practice are not less than those in hospital pharmacy, and I would place the pharmacy manager in the same grade as the hospital pharmacist. Superannuation benefits should be made available, and holidays should be at least three, and preferably four, weeks a year. Normal

career prospects should be £1,350-1,750 a year. I would place the working proprietor one grade higher; therefore his placing on the scale equivalent to hospital pharmacist chief 4 would give the range £1,450-1,950 a year. It might be difficult to visualise a scale for the working proprietor, principally because it had never been done before, and because turnover depended on many factors. Nevertheless, if "normal career prospects" were the proper way to estimate career value, then the normal range of remuneration must be attempted for the working proprietor. In conclusion, the normal career prospects for pharmacists from a prospective viewpoint should be: *Hospital pharmacists and pharmacy managers*, £1,350 to £1,750; *working proprietors*, £1,450 to £1,950 (excluding the element for a return on invested capital.)"

Discussion

MR. W. S. TAIT, Penicuik, considered that the theme running through both papers was that pharmacists were of distinct value to the community as professional people and as business men. The papers illustrated an apparent tension between those aspects. Which, he asked, came first, the public image or the financial return? If the public image were given priority, then he was sure financial return would follow. The level of salaries mentioned by Mr. Hepburn must take into account the educational requirements.

MR. S. WOZNIAK, Dunfermline, thought the future of pharmacists would be bleak if they did not take action on the lines of Mr. Hepburn's review. He hoped Mr. Hepburn's opinion would soon become that of the Standing Committee.

MR. D. L. L. ROBERTSON, Glasgow, thought proprietor pharmacists were entitled to higher rewards than Mr. Hepburn had suggested. MR. HEPBURN replied that a proprietor pharmacist should receive about 7 per cent. net profit, which gave him a higher remuneration than a manager.

DR. J. CHILTON, Glasgow, noted that no mention had been made of salaries of pharmacists in industry. He believed that pharmacy graduates were paid comparable salaries to graduates in chemistry, biology, etc.

MR. R. S. MORRISON, Inverness, believed the public judged the pharmacist on three main counts: (i) Academic training; (ii) appearance of premises; and (iii) contributions to local cultural and community life.

MR. J. B. GROSSET, Edinburgh, considered that the public's good opinion of the pharmacist was necessary to form a basis of remuneration. There was a need for closer relationship with the medical profession to enhance the pharmacist's image.

N.H.S. STATISTICS

In PORTSMOUTH, during the year ended March 31, 1,080,205 prescriptions were dispensed at a total cost of £414,522.

In MIDDLESEX, during year ended March 31, 10,162,676 prescriptions were dispensed at a total cost of £4,383,846, an average cost per prescription of 103.74d.

IN PARLIAMENT

BY A MEMBER OF THE PRESS GALLERY, HOUSE OF COMMONS

ASKED if he would make a statement on the progress of his review of the Restrictive Practices Act, and announce his decision on the future of the Restrictive Practices Court, Mr. F. J. ERROLL (President of the Board of Trade), in a written reply to Mr. H. E. GURDEN on July 2, stated that the review was "making good progress." It covered all aspects of policy and legislation on monopolies and mergers, as well as the Restrictive Trade Practices Act. He could not say when decisions would be announced.

Husk in Cattle

Mr. JAMES SCOTT-HOPKINS (Joint Parliamentary Secretary, Ministry of Agriculture, Fisheries and Food) told Mr. L. A. PAVITT on July 3 that the annual cost of dosing all cattle under one year old in England and Wales with oral vaccine against husk would be about £3 millions.

Garden Insecticides and Pesticides

During an adjournment debate on garden chemicals and wild life, MRS. J. BUTLER said she had been horrified to find on every page of the Government booklet, *Chemicals for the Gardener*, recommendations of the suspect chemicals which had been a matter of concern—aldrin, dieldrin and heptachlor. She was concerned that the booklet was produced without first being submitted to the Advisory Committee on Poisonous Substances. She was surprised that pyrethrum, one of the safest insecticides, did not appear by itself but always in association with some other chemicals. That was extraordinary for a Ministry booklet recommending safe chemicals. The season was approaching when insecticides were being used in great quantities in gardens and without some real attempt to halt the trend, there might be serious results to wild life. When the Minister received the report from the Advisory Committee which he had now requested, would he publish a fresh guide to garden chemicals and include only those known to be safe, which had been tested and which they could be assured would be safe?

Mr. J. SCOTT-HOPKINS (Parliamentary Secretary, Ministry of Agriculture) replied that the statement in the booklet that "so far as was known, none of the garden packs, when used according to the directions, is likely to be harmful to birds or other wild life in the garden," would not have been made unless the Ministry had believed it to be entirely justified on the evidence available at the time. Of the chemicals in the booklet, all the chlorinated hydrocarbons had been considered by the Advisory Committee. The reason why the booklet had not been submitted to the Committee was that the chemicals mentioned in it had been placed before the Committee and its Scientific Subcommittee and had been passed by them for use.

It was only when one used the chemicals on a field scale that one got a wider appreciation of their possible effects.

The Advisory Committee was considering further evidence. This would include figures provided by the Nature Conservancy on residues found in predatory birds and also recent results obtained by the Royal Society for the Protection of Birds.

However, he felt that all the evidence available needed the closest study and that was why the Minister had asked the Advisory Committee to undertake further examination of the risks to wild life arising from the use of chlorinated hydrocarbons, particularly dieldrin, aldrin and heptachlor. In making their examination the Committee would consider all relevant evidence which the Royal Society for the Protection of Birds and the British Trust for Ornithology, the National Farmers' Union and the manufacturers of the chemicals could lay before them.

Before going further they should await the Committee's advice.

If the Committee advised any further restrictions on the use of these chemicals then the Minister and the Govern-

ment would give the advice the most urgent consideration, and in that he included the consideration, if necessary, of any alterations to the booklet.

They were not, however, leaving everything to the Committee. Besides the very extensive research by the chemical manufacturers into safer and less persistent chemicals, research workers and advisers in the Government service were giving much attention to the persistence of chemicals like aldrin and dieldrin, the residues of which might also have side effects on beneficial fauna.

LEGAL REPORTS

Compulsory Winding-up

IN the High Court on July 8, Mr. Justice Plowman made an order for the compulsory winding-up of M. A. Phillips & Associates, Ltd., consulting chemists, Western Road, Romford, on a petition by the Inland Revenue, judgment creditors for £1,648. Mr. Leonard Bromley, for the Revenue, said that the debt was for Schedule D demands and certain penalties. There were no notices of opposition or support and the company was not represented.

COMPANY NEWS

Previous year's figures in parentheses

GLAXO LABORATORIES, LTD.—Mr. A. R. Lockwood has been appointed a director.

GRAESSER SALICYLATES, LTD.—Mr. R. G. Smith, M.P.S., F.R.A.C.I., has succeeded Mr. F. R. Graesser-Thomas as chairman.

ELECTRONIC INSTRUMENTS, LTD., Lower Mortlake Road, Richmond, Surrey.—Mr. D. A. Pitman has resigned from the board and is forming a company specialising in the sales and service of instruments in the medical, health and hygiene fields.

G. B. KENT & SONS, LTD.—Group net profit for 1962, £21,781 (£23,890), after tax, £21,950 (£25,208), etc. Forward £94,245 (£83,719). Dividend, 95 per cent. (same). Fixed assets £129,006 (£125,736). Current assets £328,949 (£325,051), liabilities £139,192 (£145,162).

FISONS SCIENTIFIC APPARATUS, LTD.—Dr. H. E. Redwood and Mr. D. P. P. St. John have been appointed to the board. Dr. Redwood is commercial development manager of Fisons, Ltd., and a director of other companies in the group. Mr. St. John joined Fisons Scientific Apparatus, Ltd., in 1956 and is technical manager of the company.

THE BRITISH DRUG HOUSES, LTD.—Dr. Ben Harned has resigned from the board on medical advice and Mr. D. L. M. Robertson has been appointed a director and deputy chairman—a new post under Mr. G. Eley (chairman). Mr. Robertson (a director of Kleinwort, Benson, Ltd. (merchant bankers)), was previously alternate director to Mr. D. Mead Johnson.

SANGERS, LTD.—Mr. J. Sanger has relinquished his office as chairman but remains on the board. Mr. P. Stanley Smith retires from the board and as a joint managing director on July 31; he becomes president of the company from that date. Mr. L. A. Renshell has joined

the board and has been appointed chairman while Mr. S. G. Folkes, who also joins the board, will act in conjunction with Mr. L. D. Smith as a joint managing director.

JEYES' SANITARY COMPOUNDS CO., LTD.—Net sales totalled £1,778,000 for the 24 weeks ended June 15 and pre-tax profits were £141,000. Figures include those of the Parazone Co., which was acquired with effect from January 1. Its activities are being effectively integrated with consequent benefit on both sales and profits, it is stated. Interim dividend is maintained at fourpence per 5s. share on capital increased by the acquisition. The previous year's final was eightpence.

SANITAS TRUST, LTD.—In his annual statement to shareholders the chairman (Mr. Charles Sweeny) states the profits for the current year should show a satisfactory improvement. The group will be expanded, and the directors are continually looking for companies which will "fit into our picture." The year under review is described as having been difficult both at home and abroad, and the results (see *C. & D.*, June 22, p. 681), are considered satisfactory though they did not realise original expectations.

AMBER CHEMICAL INDUSTRIES, LTD.—Marvan Investment Trust state that the offer for Amber Chemical Industries, Ltd. (*C. & D.*, July 6, p. 5), is not, for three reasons, being extended beyond July 17. In the first place the board has claimed, in a circular, that holders of 48 per cent. of the ordinary shares do not intend to accept the offer; secondly, the board is in negotiation with another party, and thirdly, shareholders are being asked to approve the action of the directors in granting an option to the managing director at the annual meeting on July 17. "The exercise of this option will

swing control in the direction of the board and thereafter the bid could not succeed."

SMITH KLINE & FRENCH LABORATORIES, LTD.—A Smith Kline & French Foundation is being established. The Foundation will distribute funds in support of the advancement of knowledge in medicine and allied sciences. The trustees are: Professor F. G. Young (chairman) (Professor of Biochemistry, University of Cambridge); Dr. W. A. Bain (director, Smith Kline & French Research Institute); Professor Sir Lindor Brown (Waynflete Professor of Physiology, University of Oxford); Professor Sir Robert Platt (Professor of Medicine, University of Manchester, formerly President, Royal College of Physicians); and Professor G. Payling Wright (Professor of Pathology, Guy's Hospital Medical School). At present the trustees prefer not to define more closely the scope of the activities of the Foundation. Further information about it and forms on which application for support can be made, may be obtained from the secretary, Smith Kline & French Foundation, Mundells, Welwyn Garden City, Herts.

BUSINESS CHANGES

EVANS, GADD & CO., LTD., have opened a warehouse at Stentaway Road, Plymstock, Plymouth.

RENTOKIL (HELLAS), LTD., have opened their first Greek office at 1 Bucharest Street, No. 12 Stoa Syngrou, Athens, 133.

TOMLINSON & FRENCH, LTD., have opened a pharmacy at New Shopping Precinct, Winchester Road, Chandler's Ford, Southampton.

BEECHAM GROUP, LTD.

"Satisfactory progress" by pharmaceutical division

IN broad terms, the pharmaceutical division of the Beecham organisation has grown in strength and the toiletry division has increased its profit, despite a slight fall in turnover, states the Group's chairman (Mr. H. G. Lazell) in his report for the year ended March 31.

The overall profit margin on the group's sales was 14 per cent. (against 13.5 per cent.), an improvement that stemmed mainly from an increase in operating efficiency resulting from a close examination of procedures. That examination is continuing.

Toiletry division sales in the United Kingdom, he said, fell by 4 per cent., a result that need not be considered unsatisfactory (particularly as the level of profit was increased), in view of the general lack of buoyancy in the economy and the intense competition in the dentifrice field. In the pharmaceutical division, satisfactory progress had been made with "prescription medicines, particularly the new antibiotics." Two basic British patents had been granted to Beecham Research Laboratories, Ltd., and increasing quantities of antibiotics were being shipped in bulk from the company's Worthing plant for final packaging in overseas territories. Royalty income, accruing from licences to work the patents, had also increased satisfactorily during the

year. In the United States a company had been formed to develop the sale of the company's antibiotics in collaboration with an American pharmaceutical house.

As previously reported (*C. & D.*, May 25, p. 566), total Group sales amounted to £56.59 millions (£58.63), of which pharmaceutical products accounted for £14.73 millions. The latest figures show that home sales of pharmaceutical products have risen steadily from £3.52 millions in 1954 to £8.43 millions in the year under review.

It was planned to set up a field research station to further the development of the company's veterinary business.

Mr. Lazell said that the failure of the Brussels negotiations would not have any immediate effect on the company's business, since the products were already being manufactured at various points on the Continent. Advertising "seems to be regarded as an unnecessary cost, the argument being that, if less is spent in advertising, something can be taken off the price of the product. This is a fallacious view for, apart altogether from the effect of advertising in maintaining volume sales and so reducing unit costs, it has a much more important function in many sectors of the consumer goods field."

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PERSONALITIES

MR. A. D. C. MORGAN, M.P.S., a representative of Evans Medical (Wales), Ltd., recently addressed the Rotary Club of Bargoed in his capacity as regional chairman of the East Glamorgan R.A.F. Association.

MR. R. FIELD, who is chief pharmacist at Preston Royal Infirmary, has been invited with Mrs. Field to attend a Royal garden party at Buckingham Palace on July 17. Born in Blackburn, Mr. Field has been at the infirmary for 17 years.

MR. J. A. McIVOR, who has been with the National Pharmaceutical Union as marketing policy officer for the past two and a half years, has left to take up an appointment as secretary of a grocery distributive trade association. His successor at the N.P.U. has not yet been named.

MR. NICHOLAS HERDMAN, M.P.S. (managing director, Duncan, Flockhart & Co., Ltd.), contributed an article "A Drug By Any Other Name" in a recent issue of *Medical News*. His theme was that the use of brand names was vital to the pharmaceutical industry. "Belittling them and discouraging their use endangers the very existence of this essential part of our industrial economy . . . Doctors must be permitted—encouraged—to continue to use them."

OVERSEAS VISITS

MR. F. J. Edmonds (general sales controller, Sunbeam Electric, Ltd.), returned recently from an American business trip which included visits to Sunbeam Corporation's head office in Chicago and to a Sunbeam factory at San Juan, Puerto Rico. During the trip, Mr. Edmonds conferred with Messrs. R. P. Gwinn (president, Sunbeam Corporation), R. Oberly (president, Sunbeam International), and other top executives.

MR. G. W. NOSOTTI (executive director, export division, William R. Warner & Co., Ltd.) left for Cairo on July 10 for negotiations with the Egyptian Government which, if successful, will result in a considerable increase in the volume of exports to Egypt from the company. Mr. Nosotti will first visit the East African territories, where a new Warner-Lambert company has recently been formed to boost sales in Kenya, Uganda, Tanganyika, Zanzibar and Mauritius.

MARRIAGES

Golden Wedding

SMITH-THOMSON.—At Edinburgh, on July 2, 1913, Harry John Christopher Crombie Smith, M.P.S., 23 Swanton View, Edinburgh, 10, to Ann L. M. Thomson.

DEATHS

MILLS.—On January 1, Mr. Herbert Mills, M.P.S., 8 Marine Crescent, Seaford, Sussex. Mr. Mills qualified in 1914.

POYNTON.—On June 25, Mr. Joseph Hurst Poynton, M.P.S., 91 Radford Road, Leamington Spa, Warwicks. Mr. Poynton qualified in 1908.

TRADE NOTES

Closed for Works Holiday.—Speeto, Ltd., Vale Road, Windsor, Berks, manufacturers of Windsor projectors, state that their works will be closed from 5 p.m. July 19 until 8 a.m. August 6.

Discontinued.—Sandoz Products, Ltd., 23 Great Castle Street, London, W.1, have ceased issuing the pack of twelve 1-mil ampoules of Femergin (0.5 mgm. ergotamine tartrate). The boxes of six and fifty ampoules continue to be available.

Price Change.—Pharmaceutical Specialities (May & Baker), Ltd., Dagenham, Essex, announce price reductions

on Trescatyl and Trescaside tablets. New prices to the trade, which come into effect on Monday, July 15 (prices to the public change on August 12), are:—Trescatyl tablets: 100 x 125 mgm., 53s. 3d.; 500 x 125 mgm., 262s. 6d.; 50 x 250 mgm., 53s. 3d.; 250 x 250 mgm., 262s. 6d. Trescaside tablets, 100, 54s. 3d.; 500, 267s. 6d.

Anti-smoking Device.—ECM Laboratories (London), Ltd., 76 New Bond Street, London, W.1, have introduced Lessmo as a hygienically packed imitation cork-tipped king-size lighted cigarette with the flavour of menthol and

having a shaped nylon mouthpiece. ECM Laboratories are manufacturing the product under licence.

Change of Source.—Feen-a-mint chewing gum laxative is now being



NORTH-EAST GAINS AN INDUSTRY

Fulford Group leaves Leeds after seventy years

AFTER nearly seventy years in Leeds C. E. Fulford, Ltd., found when they needed room for expansion to a size the equivalent of six small factories that no suitable site was available to them in the city. Many other sites and locations—elsewhere in the West Riding, the Midlands, the South, even the West Country—were examined and considered. Finally the decision was made to transfer to the North-east, where, on a site at Cowpen Road, Blyth, new Vitapointe-Fulford Laboratories were opened on July 3 by the Duchess of Bedford. The move from Leeds began about a year-and-a-half ago. Plant had to be dismantled, moved and re-erected, and new plant bought and run in. Apart from certain technical and supervisory staff, an entirely new labour force had to be recruited and trained. Already about seventy such are working in the laboratories.

Room for Expansion

The factory is 75,000 sq. ft. in area and the site upon which it stands is large enough for further expansion. Site and factory are leased from the Industrial Estates Management Corporation for England (headquarters: Team Valley Trading Estate, Gateshead), who administer on behalf of the Board of Trade many other factories and industrial estates, predominantly in the north-east.

At the official opening, which was attended by the mayor and mayoress of Blyth, and other members of the Council, the town clerk and the officers of Government departments and companies in the neighbourhood, Mr. Alfred Wiseman (chairman and managing director of C. E. Fulford, Ltd., Vitapointe (U.K.), Ltd., and associated

companies) said the company intended to diversify still further.

The Fulford business was founded in 1897 by the late Charles E. Fulford. In 1906 the firm was formed into a limited company, its products then being Peps throat tablets, Bile Beans and Zam-Buk ointment. Since then the company has developed other products and acquired other companies, and today has branches and subsidiaries all over the world, many of them with their own on-the-spot factories. Growth has shown marked acceleration since 1945, as a result of the consolidation and diversification effected by the present chairman and managing director. Amongst other things he acquired first manufacturing and selling rights and finally the sole ownership for Great Britain and the Commonwealth, Africa and countries east of Suez, of Vitapointe, Paris, dressing and conditioning cream for women's hair. To handle and to develop further that addition Vitapointe (U.K.), Ltd., was formed.

By that time the Vitapointe-Fulford Group was operating the six small factory units already referred to, five of them in Leeds and one on the South coast.

manufactured and marketed in England by Evans Medical, Ltd., Speke, Liverpool, 24.

Now Nationally Available.—Stafford-Miller, Ltd., 166 Great North Road, Hatfield, Herts, announce that their Dentu-Creme tooth-paste (for false teeth) is now available throughout the United Kingdom. The product was introduced from the United States and, after test marketing in the South of England over a period of one year, was widened in distribution to London and East Anglia at the beginning of 1963. The pack is a 2½-oz. tube.

Consumer Offers.—Richard Hudnut, Ltd., Eastleigh, Hants are allowing one shilling off the price of Style and Stay for a limited period. Also offered at a



Left: The new works. Right: A Vitapointe filling and packing line. Above, right: Part of the interior of the works.

price reduction to the customer (during a special promotion) is the company's shampoo-with-egg (ordinary and for dry hair).

Offered Help Not Needed.—E. H. Butler & Son, Ltd., P.O. Box 55, Brunswick Street, Leicester, thank all suppliers who offered help following reports of a fire at the company's premises given in a broadcast on the B.B.C. Midland news on July 5. Happily, say Messrs. Butler, the reports were greatly exaggerated, the only damage being to a small storage annexe separate from the main premises; manufacture and distribution were in no way affected. A corrected report was published in later news bulletins on the same day.

Dundee Products on Show.—A selection of products from the Dundee area on show in London at the Trade Display Centre, Scottish Council (Development and Industry) during the week July 8-13 included the products of Lavapine, Ltd. (insect spray aerosol, Endosec fly spray and Highland air—perfumed aerosol) and of Cyas-Ecosse Laboratories (Highland Brigade men's toiletries, most of them packed in "whisky" flasks and bottles). Until recently the Highland Brigade products were available only in Scotland and for export. Promotion is starting in England (excluding London) during July and in London during August.

Overseas Agents Appointed.—André Philippe, Ltd., 71 Gowan Avenue, London, S.W.6, have appointed the following companies sole selling agents and distributors for their products in the territories specified:—

AUSTRALIA: Mantons Pty., Ltd., Sydney. (*Confirming House*: Keep Brothers, 35 Gt. Charles Street, Birmingham); SOUTH AFRICA: South African Druggist, Ltd., 122 Jeppe Street, Johannesburg. (*Confirming House*): J. A. Ewing & Co. (London), Ltd., Finsbury Court, Finsbury Pavement, London, E.C.2; EAST AFRICA: Cosmopolitan Chemists Ltd., Nairobi, Kenya. (*Confirming House*: Alexandra Fraser, Ltd., 25 City Road, London, E.C.1); MALTA: Collis & Williams, 300 Kingsway, Valetta; GIBRALTAR: Calpe Pharmacy, Ltd., 93 Main Street, Gibraltar; FINLAND AND BALTIC: Porin Liike Oy, Otavankatu, 11, Pori, Finland.

Veterinary Policy Stated.—Evans Medical, Ltd., Speke, Liverpool, 24, state that during recent years a number of cases have occurred where farmers have bought certain veterinary products, and, in the absence of professional advice from a veterinary surgeon, misused them, to the prejudice of subsequent diagnosis. Stock losses have occurred. "To ensure that such products are used under professional control," state Messrs. Evans, "We have decided that, from January 1, 1964, our specialised veterinary products, as listed below, will be supplied in Great Britain only to veterinary surgeons or against their prescriptions." The new policy does not apply to their poultry products. Supplies will continue to be made available to those retail pharmacists who undertake to issue only against veterinary surgeons' prescriptions. Special terms are being allowed for that service. The affected products are antisera and vaccines (other than for the control of poultry diseases); fluid metabolites; Coletyl; Dermavan iodophor; Ebivit; flutter-valve injection set; Pirevan; pituitary

posterior-lobe extract; Rondase veterinary; stilboestrol dipropionate, B.Vet.C., Tebalm; Tetriol; Trypvet novo.

Bonus Offers

DALMAS, LTD., 215 Charles Street, Leicester. Air Vent Plaster. Thirteen invoiced as twelve (introductory offer).

NEW PRODUCTS AND PACKS

Long-acting Corticotrophin.—The Crookes Laboratories, Ltd., Park Royal, London, N.W.10, have made available a 5-mil vial of their long-acting corticotrophin preparation Cortico-gel in a strength of 80 international units per mil. The new strength has been made available especially to provide the high dosage required in treating multiple sclerosis.

On General Distribution.—Berk Pharmaceuticals, Ltd., 8 Baker Street, London, W.1, have concluded arrangements with Biorex Laboratories, Ltd., whereby the marketing of Biogastrone (carboxalone, a complex triterpenoid of natural origin) is being taken over by Messrs. Berk from July 22. The products have so far been available (for direct sale to hospitals only) from Biorex (Marketing), Ltd., 47 Exmouth Street, London, E.C.1. Biogastrone was favourably reported in the *Lancet* (October 20, 1962), following trials at the Medical Research Council's gastroenterological unit at the Central Middlesex Hospital, London. The packs are boxes of twenty-four and 100 foil-wrapped tablets.

For Grey Hair.—Richard Hudnut, Ltd., Eastleigh, Hants, have introduced in their range of home perms a new product Style for grey hair. The company state that it has been formulated "with a special lustre-life tablet that goes into the waving lotion to over-



come the problems that have hitherto accompanied the use of home perms on grey hair." The new speciality also contains a special conditioner to improve the look and feel of the hair. It is available in an assorted "shipper" of three large and six small packs, each shipper containing a crowner to fit the large size.

A New Large Tube.—"Just in time for the summer holidays," Reckitt & Sons, Ltd., Hull, Yorks, have introduced a new large-size tube of twenty-six Steradent oxygen denture-cleaner tablets.

Air-vent Plaster.—Dalmás, Ltd., 215 Charles Street, Leicester, announce the general release of their new air-vent

RICHARD HUDNUT, LTD., Eastleigh, Hants. Egg shampoo (ordinary and for dry hair). Thirteen invoiced as twelve. During period of special offer.

PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD., Dagenham. Anthical, Anthisan cream and Avomine tablets in display outers. Ten invoiced as nine. Period of bonus extended to August 31.

plaster, whose thin, tough, self-adhesive film has bubble vents that allow the wound to "breathe," obviating macera-



"CORRECTIVE" CREAM: Container and carton of Creme Jaspée of Harriet Hubbard Ayer (Molyneux et Cie (Designs and Perfumes), Ltd.

tion. The plaster is waterproof and flesh-coloured, and its pad of chlorexidine hydrochloride promotes quick healing.

Two Specialities, Two Makers.—Neutradonna sed, is a speciality of British Schering, Ltd., and not as stated in these columns on June 29. Isotense tablets are a speciality of Nicholas Laboratories, Ltd., and not as stated last week. Although both companies are located at 225 Bath Road, Slough, Bucks, each is a separate entity and each operates independently of Nicholas Products, Ltd.

Hair Rollers With Selling Points.—The Donna ball-point brush rollers for curling the hair are claimed by the manufacturers, Donna Beauty Products, Ltd., 28 Curzon Street, London, W.1, to be "hailed by hairdressers — they must be good to satisfy professionals" and to have a number of advantages. All the rollers are a full 3 in. in length and each contains a full 2½-in. brush to give more area on which to roll the hair. Instead of being sharp each bristle has a "ball-point" tip to protect scalp against irritation and hair breakage. The Donna is made in three sizes: Large (pink) (the size of a 2s. piece), medium (blue) (size of a shilling), and small (white) (size of a sixpence). The rollers are claimed stain-proof when used with permanent waving solutions. They are available in transparent bag of three of one size; and in counter display of thirty-six of one size.

INFORMATION WANTED

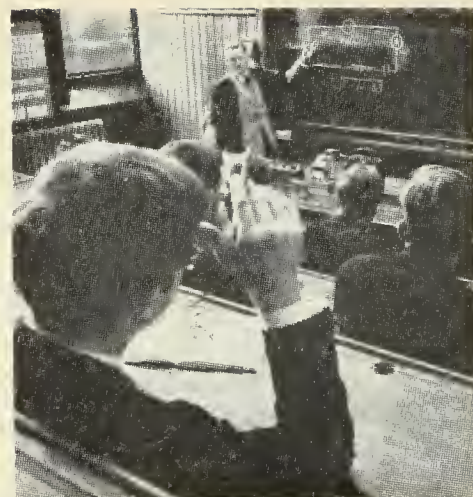
The Editor would appreciate information about: Blenderm surgical tape

PHARMACISTS' PUBLIC IMAGE

A manufacturer takes a hand in promoting it . . .

ONE expects a manufacturer's advertisements to relate to his products. In a new series of large-space advertisements drawn up by one particular manufacturer something quite different—and extremely noteworthy for the pharmacist—is being done. The manufacturer is supplying a whole new range of products which will be available through chemists only, but no mention is made in the advertisement of an individual product. Instead, the emphasis is on the pharmacist as an expert on medicines, ready to advise on remedies for family ailments—stomach upsets, coughs, constipation, headaches, etc. "Today's chemist," one of them reads, "is a highly qualified professional man. His degree or diploma tells you he has years of study at a University or School of Pharmacy behind him. He is an expert. A man

Nicholas Group), have given equal thought to the formulation of the products in the series, and to their presentation in dignified, "professional" yet stylish packs. The series comprises an antacid powder and tablets (Clinidal), a laxative mixture (Complaxa), a sedative cough syrup (Lixia), analgesic tablets (Placet); and a medicated dusting powder (Verosia). The labelling, in white, black and mustard, is in a typography that is both restrained and elegant, and the display matter is designed to emphasise the series rather than any one product. It is also designed to support, not take the place of, the pharmacist's recommendation, and it follows that the pharmacist is given full information about the composition, action, dosage, side-effects, packs and literature references. That is done on cards to fit filing systems.



'In the hands of the discoverer, medicine becomes a heroic art' (P. M. H. 1963)

The manufacturer's advertisement is a small, rectangular card with a white background and black text. It features a small illustration of a pharmacist in a white coat, standing behind a counter, interacting with a customer. The text is arranged in a column, with the title 'In the hands of the discoverer, medicine becomes a heroic art' at the top. Below the title, there is a paragraph of text, followed by a list of products and their descriptions. The card is designed to be placed in a filing system, as indicated by the text 'That is done on cards to fit filing systems.'

Ask your chemist about 'CLINICAL MEDICINES' today!



Products in the series shown on a showstand suitable for displaying them. The headpiece, bearing the name of the pharmacist and offering his advice, is individually prepared by the manufacturers for each stockist. At right a cut-out plastic sticker, supplied either adhesive-backed or adhesive-faced.

to be trusted for good advice—and good remedies." The illustration and style of presentation are equally calculated to present the pharmacist in a good light. One of them, for example, shows a child looking wonderingly at the carboy in a chemist's window. Underneath is a quotation from J. M. Barrie: "The coloured bottles of the chemists are the first poem known to the child." The text takes on from there, but realistically. "Those great glass bottles," it says, "are not so frequently seen today . . . yet the modern chemist himself is much more remarkable than his old-time counterpart." The same appeal to the eye, the imagination and the quiet good sense of the reader is common to the whole series. Only in the concluding paragraph and slogan is there any reference to products and then not individually but only as a range of "Clinical Medicines," with the manufacturer's carboy-and-test-tube trade mark but not his name (that would switch the interest from the pharmacist himself). The concept is that the pharmacist, by selling the products, participates in a long-term public relations campaign that must help to educate the public about the true professional rôle of the pharmacist in general practice.

The promoters of the scheme, Clinical Products, Ltd. (a member of the



Everything, in fact, has been devised to present the pharmacist as the proper supplier of simple remedies. Naturally the manufacturers hope—and clearly they are confident—the pharmacist will usually advise a product from the series, but they impose

"TWO FOR ONE PLUS A PENNY"

Details of Rexall October promotion

POINTING out that Rexall products "have always been and will continue to be sold only by chemists," the Rexall Drug Co. (a division of Vantorex, Ltd., Loughborough, Leics) are organising a promotion scheme in October which they believe will bring more customers into the pharmacies taking part in it. In consequence, they say, the chemist will be redressing the balance of competition that has recently been operating in favour of the supermarkets.

For a period of ten days, customers will be able to buy a selected range of Rexall products at two for the price of one plus a penny. The range of products includes tooth-paste, soap and hair cream (items that a few years ago were considered to be traditional chemists' products but which have recently been taken up by many types of non-professional retailers), other toiletries, sundries and simple remedies. Where

An advertisement in the series. The remainder are similar in presentation, different in theme.

no condition to that effect. Indeed, a chemist with a speciality of his own could find that his sales of that item also benefited. Obviously the distribution could never be deflected to non-pharmacist channels, but to make that situation clear beyond any doubt the company's managing director has issued a declaration. "It is the policy of this company that 'CLINICAL MEDICINES' will be available to the public through chemists only, and that in no circumstances will we change our distribution policy to allow for retail distribution through other than registered chemists."

The campaign is not yet nation-wide. It was launched in the North-west and is being extended by territories of comparable size until it covers the whole country. Pharmacists in areas in which it is not yet operating will be having the scheme explained to them by representatives of the company. In the meantime the manufacturers, whose address is 225 Bath Road, Slough, Bucks, are pleased to supply details.

purchase tax applies the consumer will pay the tax on the second item in addition to the extra penny. Deliveries will be made to the chemist at a special price for approximately 2-3 months before the promotion date. During that period the goods will be sold at the regular retail price, enabling the chemist to obtain a higher rate of profit on the products bought during that time. Participants will agree to observe the ten-day limit, which will be emphasised in all publicity. A feature is that the order will not be invoiced until October 1 for payment by November 15, ensuring that all or most of the order will have been sold before being paid for. Display support will include material to enable the chemist to identify his pharmacy as stocking the Rexall products, plus price tickets, plus a conversion kit indicating the special "sale" prices. The scheme is a "chemist only" promotion.

Professionalism and Unity

CORRESPONDENTS OFFER THEIR ADVICE

SIR,—A great deal of thought is being given by pharmacists to questions of professionalism and unity in pharmacy. The value of most of what I read is vitiated, in my opinion, because the writers all seem, firstly to be motivated solely by a desire to increase their remuneration, and secondly to think of themselves solely as pharmacists and not seeming to know anything of the great big world outside, or able to take an objective view of any matter concerning themselves. So far as "professionalism" is concerned, it seems to me to be essential to take into consideration the desires of the rest of the community, whose interests may conflict with ours. I find myself unable to feel much sympathy with most of what I read as, thinking as a citizen instead of as a chemist, I believe that the present system of doing dispensing (i.e., as, in effect, part-time work) is the most satisfactory arrangement. It is also unthinkable that the Government would, or should, pay on a "full-time" basis for doing 1,000 or fewer scripts per month, so that any change in the present system would mean no N.H.S. dispensing for probably half the present pharmacies. In that connection none of the protagonists of change appears to realise and certainly does not mention, that under British law and tradition anyone forced out of business under a licensing system would have to be adequately compensated. So far as "unity" is concerned, most correspondents do not appear to think in practical terms, but merely to envisage the Society swallowing up all other bodies assuming that that would enable them to force the Government to pay more. I would like to suggest that the pharmaceutical bodies should reorganise and model themselves on the pattern of the General Medical Council and British Medical Association. It would be possible to do that with much greater ease than would the formation of a single body. It would give a great deal of scope for imaginative thinking in terms of the conditions of the present age. I envisage that the Society would concern itself only with registration, law enforcement, the Benevolent Funds and publications, including the ancillary departments. In practice the Society has already relinquished control of education, though perhaps it could retake control of that. Several advantages would accrue, and as possibilities I suggest the following. Most of the Society's business being done by post, the offices could be moved away from London. That would be in keeping with enlightened thought in view of the congestion in London, and would also obviate trouble when the present offices are taken over for extensions to the British Museum. Membership would be voluntary (as with the Law Society), and only a small retention fee for registration would be required, as the Society in its new guise should be almost self-supporting.

The Statutory Committee of the Society could be renamed the Disciplinary Committee of the Council, which would probably cure the psychopathic jealousy that has warped the Council's thought and caused it to neglect its legitimate functions for so many years. The National Pharmaceutical Union would reorganise itself to act in all other matters in which organised action is usual. Practising pharmacists would be eligible for full membership, whether proprietors or employees. Non-practising pharmacists—that is, those in manufacturing, hospital or administrative work—would be eligible for Associate membership. The services at present provided for proprietors would become optional and covered by a separate fee. The Executive could be elected by the whole membership, but special matters, especially where there was a conflict of interests, could be dealt with by subcommittees having full executive powers and nominated by the Executive or elected by the interested groups. It would be relevant to remember that the N.P.U. and its officers have a long experience and tradition of service to members, rather than of self-aggrandisement, and could be relied upon to arrange an effective organisation.

C. LONSDALE,
Sturminster Newton, Dorset

SIR,—Mr. Eric Neal's statements, as recorded in your issue of July 6, p. 17, have truth in them. I shall try to show that he is in error to think that it does not matter whether pharmacy is called a profession or trade. What a job is called does matter: A good name is desired. Who wants a bad name? Students entering pharmacy today have been led to believe that they are entering a profession. That is a body of learned persons who care about the standards of practice in their calling, have a moral code, are loyal to one another, honest, and serve their fellow men to the best of their knowledge and personal ability. Pharmacy is a calling involving various branches of learning and science, plus the application of that knowledge. When you begin to call pharmacy "a trade," it will matter to the young people entering the profession. They will look for another calling. You cannot buy a good name. A good name is earned by good works, by profitable endeavours and associations. It is true that "the public do not care whether they are dealing with a professional man, or a trader." Certainly not, provided that person looks after their interests. Pharmacy, however, requires the exercise of scientific plus other branches of learning, along with a good understanding of the bearing on the particular matter of the knowledge, coupled to certain matters of ethics. That is the practice of a profession. So pharmacy proves to be a profession! For example, a person may come often to buy antacid powders for stomach pain. The "trader" sells the advertised brands

time after time, saying "Try this one! Try that one!" Anybody can do that. The pharmacist takes an interest. He asks questions to elicit informative answers. Then, according to his knowledge, he advises the person to see his physician for an examination. The pharmacist loses a sale. The person goes to his physician, who decides all is not well. Hospital tests show he has achlorhydria—the very opposite to an antacid is required. That example is one of many possible examples of pharmacy as a profession. In the above case the patient concerned was impressed with the fact that the pharmacist is a professional man—not a trader just interested in a sale. The pharmacist advises people to the best of his knowledge, not to make a sale. That is why the fact that a pharmacy may sell certain goods is not material to the fact that pharmacy is a matter for professional men. Special advice may be obtained in a pharmacy from a person peculiarly trained and educated to give it. True, pharmacy is at the present time unrewarding financially. Especially is that true of hospital pharmacy. The career value of pharmacy in most fields appears second-rate in England today. There appear to me to be various reasons for this:—

1. Few pharmacists have the courage to speak out firmly on principle alone to the public or Government. Financial matters are allowed to be cloud issues.

2. Many are not courageous enough to ask a proper fee for their individual services.

3. Judging purely by the advertisements that pharmaceutical journals accept, pharmacists would appear to be more interested in "bonus" offers than in quality and service. In other words we are not exercising our knowledge ruthlessly enough to discriminate the products of true value. Personally, I consider many advertisements are endeavours to prostitute our learning. They are an insult.

4. Pharmacy is not, as a profession, informed enough. We need practical, learned, information, not leaflets from manufacturers. The physicians have the best unbiased reports on drugs and their modes of action, dangers, etc., in the *British Medical Journal* and the *Lancet*. Mostly we get the manufacturers' "chaff." We need accurate, independent, assessment of the pharmacological properties of new drugs—not the advertisements of manufacturers.

5. The pharmaceutical industry is controlled by persons who are not pharmacists. For the major part, pharmacists do not appear to have much say on policy. The pharmacist gets the blame from the public when things go wrong in industry, or accusations of unjust profiteering made.

The Council's report on the General Practice of Pharmacy, mentioned by Mr. Neal, is a necessary development. But since the poor remuneration to all pharmacists under the National Health Service is a factor, and since through the N.H.S. we are employees of the government, better remuneration is not likely unless we can make representations to our employer in a united manner as a profession on the basis of adherence to high principles. Should better remuneration—not for its own sake, but because it is necessary if standards are to be raised and the public safeguarded—not be forthcoming, we can then dissociate ourselves

as a profession from the practice of pharmacy under the N.H.S. as at present. (As in the Nuffield report on hospital sterilisers in Britain, some matters are a disgrace to the nation.) A firm representation, backed by knowledge, with realisation by the public that they are only getting what the Minister of

Health is prepared to pay for (their medicine in a sixth-hand medicine bottle, for example) might get desirable results. Surely the nation's health is important enough to warrant a first-class pharmaceutical service with all modern advantages, planned by the profession and Government together,

and paid for fairly. Surely, too, the profession ought to take the first step in bringing the high standards necessary to the attention of the Government and people. For pharmacy is a profession with ethical obligations.

L. M. J. CHAPMAN,
Brighton, 7

Correspondence

Letters when received must bear the name and address of the sender, not necessarily for publication. The Editor does not hold himself responsible for the views expressed.

Causes of Disappointment

SIR,—In recent weeks I have had the pleasure to receive from the National Pharmaceutical Union two letters regarding "Penny Sales." The letters are supposed to be of a confidential nature. Unfortunately I am at a loss to understand what there is in the contents of those letters to warrant such treatment. It occurs to me that the retail pharmacist is again being subjected to another brainwashing by the Executive of the National Pharmaceutical Union who must be under the impression that members will consider the Executive is doing its stuff if the letters are made imposing. Did they, in all their innocence, think that their first letter was going to have any effect on members who did not already share the views therein expressed, and if not why did they bother to send the letter out at all? It must be admitted that some good has come out of the matter, but that does not excuse the manner in which the result was achieved, and once again it shows that a radical change must take place in the thinking of the Executive if any real benefits are to accrue to the members from the marketing side of the organisation. I am disappointed with what has come out of the Marketing Policy Committee to date.

R. CLITHEROW,
Liverpool

A Hollow Triumph?

SIR,—Once more our negotiators have made "representations" to the Ministry of Health with resounding success, and we are no longer required to list doctors' names on the invoice form when sending prescriptions to the pricing bureau. I wonder how many, like me, already have doubts as to the labour-saving nature of this victory snatched from the teeth of the enemy. This month, in return for having to make eighteen fewer entries on EC34A, I have had to band my prescriptions into fifty-two extra bundles, I have had to total seventy-seven items, instead of what would have been twenty-five. I have had to provide my own paper for the additions instead of using that provided by the Ministry, and I have had to submit to a threat of retaliation if I do not continue to carry out something (namely sorting my prescriptions) which I have never failed to do anyway. I note that the N.P.U. card purporting to assist us in carrying out the new regulations was posted by second-class mail on July 1, arriving on July 3, when all the blood, sweat and tears were over for the month of June. If I were a betting man I would lay odds that, when the results of the current inquiry

by our industrial consultants are laid before the Ministry's negotiators, we shall be presented with a back-dated cut in remuneration. If this is the best our current representatives, who claim to be practising retail pharmacists, can do, please let us have representatives of the Pharmaceutical Society, who know nothing of retail practice, negotiating for us.

R. A. RATCLIFFE,
Coventry

Where to Apply the Effort

SIR,—I wish to take issue with the hospital pharmacist responsible for the first paragraph of the article "No Voice in the Running of the Service" in your issue of June 29. To say that the new members of Council are more interested in the commercial rather than the professional aspect of pharmacy is simply not true. A brief study of their electoral statements is sufficient to repudiate that assertion. Similarly, to imply that the Council as a whole is not striving for a more professional way of life is equally ludicrous. In fact, the Council has been criticised because "the report" leans too heavily on the professional side. At the same time your contributor must realise that there will always be a fundamental difference between hospital and general practice caused by the commercial activities of the latter. However, the Council's efforts have always been, and are now increasingly, directed towards keeping those commercial activities within the standards laid down by the professional body. Rather than preach dissociation from general practice, your contributor would serve the profession as a whole, and hospital pharmacy in particular, far better if he called for wholehearted support by hospital pharmacists of the Council's policies. Secondly, though I sympathise with the aspirations of Mr. Astbury's group (*C. & D.*, July 6, p. 12) I cannot understand how they will be able to achieve their aims by operating outside the official organisations. The group obviously feel that they are capable of producing solutions which have so far evaded the Contractors' Committee and the Council. If that is so, they will never be able to implement them without official recognition. The best course of action they could take would be to convince the official bodies of the validity of their proposals, and I am confident that both the Contractors' Committee and the Council would welcome solutions to the problems of N.H.S. contracts and restriction to pharmacists of the sale of medicines. "United we stand, divided we fall."

R. DICKINSON,
Newcastle-on-Tyne

Work Study in the Pharmacy

SIR,—I am writing to you, not necessarily for publication, to express some comment on your Summer Number, which appeared on June 29. Whilst I found the articles themselves interesting enough in their own right, I fail to appreciate fully your attempt to suggest, as stated in your editorial, that they were in keeping with the theme of National Productivity Year. I write as a pharmacist who has also qualified in work-study and organisation-and-method subjects, and as one who is campaigning for pharmacy in all its spheres of activity to adopt some of these procedures to combat the competition from other types of business. On reading of your intentions to produce this special edition, I expected a series of articles to include some of those subjects, and was sadly disappointed to find no mention of work-study and those allied techniques which are the basis of all scientific investigation to increase productivity. May I refer you to the work of the British Productivity Council, which is sponsoring, with others, National Productivity Year, and their campaign for the adoption of work-study techniques wherever work is carried out. I have always looked upon your journal as well informed and forward-thinking, and consequently felt bound to bring to your notice my disillusionment in this instance. Can I hope that before National Productivity Year comes to an end you may find space in your columns to make amends for this omission?

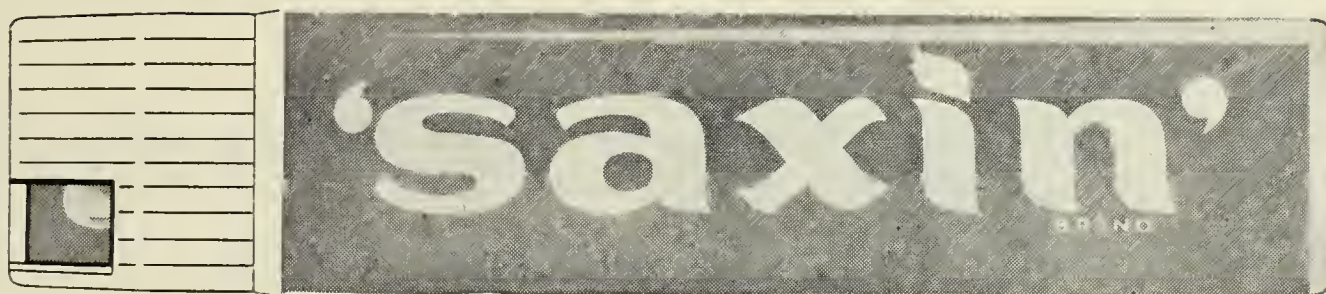
G. B. GREEN,
Coventry

[While agreeing with our correspondent as to the basic importance of work study in formulating productivity proposals, we were unable to trace that any such work had been done within the past few years under the aegis of the British Productivity Council. However, many of the articles in our Summer Number could not have been produced if the authors' thinking had not been conditioned by such considerations. If we find ourselves in a position to offer unpublished information on the lines sought by our correspondent we shall be quick to use the opportunity. —EDITOR.]

Greetings and Thanks

SIR,—May I be allowed to express my sincere thanks to all those past students of the Welsh School of Pharmacy who have treated me so generously on the occasion of my retirement. I send them my greetings and remember them with affection and gratitude.

J. MALCOLM DAVIES,
Cardiff



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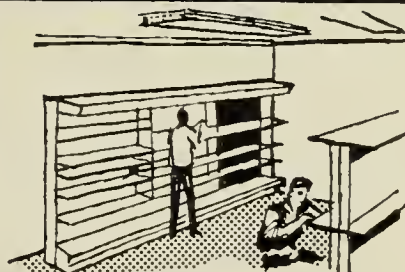
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The CHEMIST AND DRUGGIST

For Retailer, Wholesaler and Manufacturer

ESTABLISHED 1859

Published weekly at
28 Essex Street, Strand, London, W.C.2

TELEPHONE: CENTRAL 6565

TELEGRAMS: "CHEMICUS ESTRAND, LONDON"

Towards a Salaries Policy

THE close linkage between the remuneration of pharmacists in each of the various sectors of the profession with that of persons engaged in every other sector has until recently been all too little recognised. Pharmacy as a whole has suffered in consequence.

All the more relevant and opportune, therefore, is a thoughtful and cogently presented address by Mr. F. Hepburn (see p. 30), given at a meeting of pharmacists in Edinburgh, recently, in which he discussed "The Pharmacist's Value to the Community." Mr. Hepburn wisely made it plain that moves to improve pharmacists' remuneration must be prompted by an enlightened opinion and accompanied by an earnest desire to establish better conditions of practice. He rightly pointed out that hospital pharmacists, in putting forward in 1962 claims for increases in salary, had had to combat arguments based on the agreed scales of the National Joint Industrial Council for Retail Pharmacy. Those scales, though avowedly minimal, tended to be regarded as actual prevailing rates of pay. Such inferences were difficult to refute, as had been shown by the report of the Industrial Court (see *C. & D.*, July 14, 1962, p. 30). What has not been generally accepted until this relatively late stage is that the remuneration of retail pharmacists is, in a kind of vicious circle, similarly prejudiced by hospital pharmacy scales, and also by what were being recommended as improvements in the J.I.C. rates. It has, of course, now become apparent that the J.I.C. scale was used against the whole profession, and it is necessary, therefore, for pharmacists in all sectors to reconsider their outlook on the question of remuneration generally. Mr. Hepburn in his address provided invaluable information, unhappily too little available hitherto, concerning the actual salaries paid and received in pharmacy, comparing them with those included in the J.I.C. award. The award, it will be recalled, provides for assistant pharmacists' salaries ranging between £800 and £950 whereas, according to Mr. Hepburn's information, the actual salaries paid were between £1,000 and £1,075. For pharmacist managers the J.I.C. recommendation ranged from £1,025 to £1,200, against actual salaries that appeared to range from £1,205 to £1,290, with even higher rates, apparently ranging from £1,300–1,400 to £1,500–1,600 a year, for pharmacists serving multiple companies in managerial capacities. Thus it would appear that the J.I.C. scales, so far as Scotland is concerned, were in error, sometimes

to the extent of £200 or more. [The differences in England and Wales, if not identical, would no doubt be found to be of the same order of magnitude.]

Perhaps one of the most important points Mr. Hepburn made during his paper was that, in order that pharmacy should provide a satisfactory career return, an uplift in the remuneration of pharmacy managers was essential. If, in the process, uneconomic units were to be eliminated, that must be recognised as being, in the long run, a good thing for pharmacy. Mr. Hepburn's view was that the salaries paid in private pharmacies, though higher than those recommended by the J.I.C., "could not be considered all that wonderful." There was little point in any pharmacist's considering himself worth £2,000 a year when he was prepared to pay a manager only £1,000 for doing approximately the same job. In other words, the remuneration of the pharmacist manager must become closer to that of the pharmacist proprietor. The hospital pharmacist, argued the speaker most realistically, should at least be in the same grade, from the remuneration point of view, as a manager in retail. In making a plea for career prospects for hospital pharmacists and pharmacy managers, based on salaries of £1,350 to £1,750, and for working proprietors of £1,450 to £1,950, Mr. Hepburn was in fact basing his suggestion on actual practice in that sector of pharmacy in which the largest number of pharmacists are concerned. That is, of course, ultimately the correct and inevitable way in which to arrive at levels of remuneration that are both just and attainable.

The proprietor is, of course, entitled to a return on invested capital, but that has to be related to the returns on invested capital in any other business enterprise, and kept distinct from the conception of what is due to him in virtue of his professional qualification.

To base claims on some hypothetical scale that has been agreed between the parties, yet apparently bears no relationship to current conditions, is futile. In England and Wales the National Pharmaceutical Union's appeal to its members to supply information confidentially about the salaries they are paying to their qualified employees is a recognition of the validity of the assertion, and fundamental to any prospects of bringing about an improvement in the situation.

Overseas Trade in Pharmaceuticals

THE value of May exports of drugs, medicines and pharmaceutical products from the United Kingdom at £4,589,128 was little different from that of any of the preceding four months of the year, but was nearly £½ million less than in May 1962. Proprietary medicines, at £1.3 million in May, reached a peak level for any month so far this year, but other items (see table, p. 40) were little changed from previous months.

Australia regained her position as the chief market for products in the category, with purchases valued at £318,076. Nevertheless that total was short by £60,000 of purchases in May 1962, and the aggregate for the five months of 1963 is nearly £1 million less than in the corresponding period last year. New Zealand's purchases in May at £259,204 was about £1,000 more than Nigeria's. Exports to the United States were worth £200,865, and to the Irish Republic, £184,746. Common Market countries' purchases were worth £471,869 during May, against £593,353 in April, and shipments to European Free Trade Association countries, including Fin-

land, were worth £388,555, against £419,068 in April. (Sales to Austria and Norway are not included, since they are not shown separately in the Trade and Navigation Accounts.)

Pharmaceutical products imported during May totalled nearly £410,000, against £358,000 in April, and came mainly from the United States (£105,000), from Western Germany, £59,000 and from Switzerland, £53,000.

PHARMACEUTICAL PRODUCTS—EXPORTS

	£
Sera and vaccines	117,581
Vitamins	67,848
Antibiotics	
Penicillin injections	80,543
tablets, ointments, etc.	63,645
other	323,610
Alkaloids	24,916
Aspirin	85,018
Antihistamines	49,353
Antipaludics	56,056
Barbiturates	26,463
Hormones	97,674
Glycosides	7,962
Ointments, liniments*	124,991
Organo therapeutic glands, etc.*	10,296
Sulphonamides	112,415
Proprietary medicines*	1,345,468
Unclassified medicines*	717,242

PHARMACEUTICALS IN BULK—EXPORTS

Vitamins	104,549
Penicillin	165,830
Antibiotics other than penicillin	199,757
Alkaloids	77,741
Hormones	107,146
Glycosides	2,047
Organo therapeutic glands	26,334
Aspirin	63,338
Barbiturates	23,281
Sulphonamides	80,758
Glycerin	13,553
Citric acid	103,435

PHARMACEUTICAL PRODUCTS—IMPORTS

Vitamins	41,589
Antibiotics	66,867
Alkaloids	63,660
Glycosides, glands, sera, vaccines	21,149
Medicines (including veterinary)	145,448
All other	71,023

*Not elsewhere specified.

A PHARMACIST'S ANTHOLOGY

JUST SHORT OF JAUNDICE

From "Catch-22" by J. Heller (Jonathan Cape, 21s.)

YOSSARIAN was in the hospital with a pain in his liver that fell just short of being jaundice. The doctors were puzzled by the fact that it wasn't quite jaundice. If it became jaundice they could treat it. If it didn't become jaundice and went away they could discharge him. But this just being short of jaundice all the time confused them.

Each morning they came around, three brisk and serious men with efficient mouths and inefficient eyes, accompanied by brisk and serious Nurse Duckett, one of the ward nurses who didn't like Yossarian. They read the chart at the foot of the bed and asked impatiently about the pain. They seemed irritated when he told them it was exactly the same.

"Still no movement?" the full colonel demanded.

The doctors exchanged a look when he shook his head.

"Give him another pill."

Nurse Duckett made a note to give Yossarian another pill, and the four of them moved along to the next bed. None of the nurses liked Yossarian. Actually, the pain in his liver had gone away, but Yossarian didn't say anything and the doctors never suspected. They just suspected that he had been moving his bowels and not telling anyone.

NEW BOOKS

Introduction to Fluorimetry

A. H. GUNN. *Electronic Instruments, Ltd.*, Lower Mortlake Road, Richmond, Surrey. 8½ x 6 in. Pp. 59. 35s.

THE development of the direct reading fluorimeter has provided a simple yet accurate tool for batch or continuous assaying of a range of substances that do not readily lend themselves to analysis by other methods. The monograph produced by Mr. Gunn begins with a mathematical treatment of the principles involved, followed by a discussion of the problems associated with fluorescent measuring techniques. The concluding section gives an extensive list of applications with practical examples. There are also a bibliography and subject index. The book should serve as a useful guide to those approaching the subject for the first time.

British Journal Photographic Annual, 1963

ARTHUR J. DALLADAY, A.INST.P., F.I.B.P., F.R.P.S. (editor). *Henry Greenwood & Co., Ltd.*, 24 Wellington Street, London W.C.2. 7½ x 4½ in. Pp. 524 + pp. 32 photographic supplement. 10s. (board covers), 12s. (cloth bound).

THE 1963 edition of this invaluable perennial follows much the same pattern as former editions and the pictorial supplement is again printed in the traditional sepia. There are five excellent special articles: "Which is the Best Buy?" (by Geoffrey Crawley); "Professional Use of 8-mm. Film" (by L. B. Happé); "Photography in Ornithology" (by John Warham); and "Design and Construction of Special Apparatus" (by Stanley W. Bowler), together with a detailed explanation of the Polacolor process. Fifty-one pages are devoted to editorial reviews of new apparatus and materials, and there is a special twelve-page section dealing with electronic flash factors and developing times for the principal materials available in Britain. The expendable flash technique guide has also been brought up to date. Other standard features, such as a directory of repairers, the photographic bibliography and tabulated details of colour and black-and-white materials have been thoroughly revised. The colour photography technique section should prove a valuable source of up-to-date information, as should the list of chemicals (and their supply sources) used in colour photography. The contents—advertising as well as editorial—are well indexed.

Still Not Enough Competition?

JOHN HEATH. Hobart Paper 11, Second edition. *Institute of Economic Affairs, Ltd.* 8½ x 5½ in. Pp. 48. 5s.

THIS pamphlet is the second edition of No. 11 of the Hobart Papers published by the Institute of Economic Affairs, whose chief aim, we are told, is "to raise the standard of economic discussion by spreading knowledge of basic principles and market analysis." The work of the Institute is assisted by an advisory council which includes Professor B. S. Yamey, whose much challenged conclusions on Resale Price Maintenance (published in 1960) constituted the first of the Hobart Papers. The author of "Still Not Enough Competition?" is lecturer in economics, University of Manchester, and has a number of papers on restrictive practices, price competition and the judgments of the Restrictive Practices Court to his credit. In the present paper, which was commissioned by the Institute, Mr. Heath "examines the theoretical case for limiting competition and permitting some restrictive practices on the grounds that they afford the security considered necessary to encourage investment in development and research and create opportunities for exploiting the economies of large-scale production." As in the title of Mr. Heath's paper the initial word "Still" is italicised it is not surprising that a tightening-up, rather than a relaxation of, existing legislation controlling restrictive practices and monopolies is advocated by the author. The Monopolies Commission should, he says, be expanded and empowered to deal with mergers. There should be a new Registrar of Monopolies to review mergers and "take-overs," and the Restrictive Practices Court should be more rigid in interpreting the "escape" clause affecting practices coming within Part I of the Act—all this at a time when national organisations representing on the one hand wide sections of industry and on the other the great mass of independent retail traders are understood to be seeking statutory re-

laxation of the more oppressive and, in their view, inequitable features of the present system. On resale price maintenance Mr. Heath endorses the view of Professor Yamey that individual enforcement of resale prices, as provided for in Section 25 (Part II of the Act), should be made subject to the provisions of Part I—which seems to mean that the individual manufacturer who attaches price conditions to his goods and is prepared to enforce them would be subject to the procedure applicable to restrictive agreements which are caught by Section 6 of the Act. The author regards as “intolerable” the fact that no indication of the nature of the report of the Board of Trade inquiry into

resale price maintenance has been officially disclosed, and asks “How can an informed public opinion be created if the Government is so secretive?” Mr. Heath is one of the many of his way of thinking who are prepared to say of what was announced as an entirely confidential inquiry that “it is understood that its findings were strongly opposed to the practice.” He concludes by stating that his paper is concerned only with business restrictive practices and that “it may well be that the returns from efforts to diminish labour restrictive practices are larger than the returns from further efforts against business practices”—a conclusion which is hardly likely to endear him to the trade union movement!

“OPEN SHOP”

E. C. TENNER

A YEAR ago I wrote: “Uncomfortable, unsettled and unpredictable accurately describes most of the weather we have had so far into 1962. . . . We are now long past midsummer and still waiting for a summer spell of set fair and warmer. Most of us are beginning to doubt that it may burst on us any day now.” Except that in January, February and March the weather was worse than for at least a hundred years, while June flamed for Whitsun and a fortnight, the same description seems to fit 1963. So much talk about the weather would be out of place here if it were not regrettably true that the volume of our non-medical trade, without which we could not pay our way, fluctuates directly with the weather. Good weather: good sales; bad weather: bad sales. So here I am, sitting on a gambler's stock of summer lines waiting for the sun to come out and stay out. At the same time, I am preparing to purchase the stock I shall sell in the great Christmas gift market next December. In this respect, it is a relief to remember that the volume of Christmas-gift trade may be relied upon to remain constant regardless of the weather. The gift-giving instinct is much stronger than the reluctance to brave the elements. This year, in my area, Yardley & Co., Ltd., are not holding a Christmas stock room which I would be expected to visit. I am glad. I much prefer to see the company's representative on my own ground at my own convenience, and am prepared to take his advice while able to check with my own expert assistants, and in that way avoid costly mistakes.

I hope that the other cosmetic and gift manufacturers will take note that I have a strong aversion to travelling a long distance in my leisure time to find myself in a queue of buyers waiting for entrance to a hotel showroom or converted bedroom. Colour photography being as good as it is, I am sure I would rather look at transparencies of showroom displays than spend hours travelling to and from them. It is surprising that our manufacturers do not make greater use of transparencies in introducing their products.

Rota Hour

Six o'clock on this wet Saturday evening heralds an hour of rota service. After mid-day on a Saturday one rota doctor covers this whole area for general-practitioner emergency service until Monday morning, and I am not likely to be busy with EC10's, or indeed with anything at all. The current discussion on twenty-four hour pharmaceutical service naturally comes to mind. The doctors seem to have successfully educated the public not to require much attention at the week-end; hospital dispensaries will be closed, and I am here quite happy to take my turn for an hour every month or so. My staff has gone home, the pharmacy is hushed, and it is the sort of time when one can smell the traditional chemists' shop smell and when one could quite easily indulge in a dream or two about our profession. By our standards the doctors are well remunerated indeed. Their professional status seems well established and well recognised. They all agree, and they give an adequate twenty-four hour service at the week-ends, though only one of them is on duty the whole time and each one only about

once every quarter. It seems to me that, as long as the gainful sale of other items is associated with dispensing, “after-hours opening” of pharmacies is going to cause jealousies and “un-ethical” behaviour (with a small “e”). If four pharmacies merge to give one with twenty-four hour service, there is nothing to prevent a fifth pharmacy from chipping in and destroying the economic value of the merger, so I do not believe in the practicality of the dream about central pharmacies giving a round-the-clock service by agreement. How then can we, as a profession, match the doctors' twenty-four hour service? In my opinion it could be done through existing hospital dispensaries manned by a rota of retail pharmacists out of normal hospital hours. An important corollary would be the extinguishing of the after-hours exemption for sales of medicines and medical and surgical appliances under the Shops Act, and the advance of the closing hour to 6 p.m. Hospital dispensaries are public property, and in these days, when individual transport is so common, could be reached in genuine emergencies. Such an arrangement would test the professionalism of hospital and retail members, and it would not at once solve the problem in a town or area where there is not at present a suitable hospital dispensary; but everywhere else it could not fail to highlight the professional aspect of our work, and it would also show up any lack of proper hospital dispensaries.

Life's Unfolding Mysteries

Now, to come back from the sublime to the Saturday night of my rota week. I really thought I knew most of the angles but old Mrs. Smith has just shaken me. She paid up her 4s. for a couple of items. She is a “regular” and I filled in, folded and handed to her, her EC57(4). “Please, sir,” she said, “Would you please fold the paper the other way so my name shows at the top of the form? Up at the Post Office when I get my National Assistance they don't like them folded wrongly.”

“ . . . Apart from the Odd Lethal Overdose ”

Modern manners being what they are, it is useless to suggest to a doctor that good writing is good manners, that a man who cannot read is registered as an illiterate, and that a man who cannot write legibly should be similarly regarded. But modern pharmacy being what it is, it is a sign of senility to weep for the lost art of prescription writing. Proverbially, doctors' writing was nearly always bad, but what they wrote used to be accurate when deciphered, apart from the odd lethal overdose. The dog-Latin abbreviations were generally correctly used. Nowadays we have to guess at the meanings of abbreviations or mis-abbreviations, and the proper or proprietary names when used are generally misspelt. So often now the doctor simply signs a prescription that has been written out by his clerk/receptionist, or perhaps the clerk/receptionist even wrote out the prescription on an EC10 previously signed by the doctor! However, senile or not, as one legally and contractually bound to live (partly) by deciphering and interpreting these EC10's, these monuments to medicine, I protest!

THE 1963 PHARMACOPOEIA

T. D. WHITTET, B.Sc., Ph.D., F.P.S., F.R.I.C., D.B.A.

Concluded from THE CHEMIST AND DRUGGIST, July 6, p. 14

NUMEROUS groups of drugs are represented by one or two new substances—chlorambucil (Leukeran), a cytotoxic agent used orally in the treatment of follicular lymphoma, lymphatic lymphoma, with or without leukaemia, and Hodgkin's disease; chlorpropamide (Diabinese), a long-acting oral hypoglycaemic agent; levallorphan (Lorfan), an antidote to the morphine-like drugs which is the levorphanol equivalent of nalorphine; hydroxycobalamin (Hydrovit; Neo-Cytamen), one of the vitamin B₁₂ group; warfarin (Coumadin; Marevan is the sodium derivative), an anticoagulant of the dicoumarol group; noscapine, the opium alkaloid formerly known as narcotine (Coscopin; Nicolaine), a central cough suppressant, and tripeleminamine (Pyribenzamine), an antihistamine. The last-named is a belated recognition, as the compound was one of the first of its kind. Influenza vaccine and poliomyelitis vaccine (oral) are added. Substances used for pharmaceutical as well as therapeutic purposes are magnesium stearate, used as a lubricant in tablet making and as an ingredient of dusting powders and barrier creams, and methylcellulose 450, used as a suspending, emulsifying and thickening agent and also as a bulk-producing laxative.

New preparations include vitamin-A ester concentrate, which replaces concentrated vitamin-A solution; potassium-chloride and sodium lactate injections (the latter popularly known as one-sixth molar lactate). This reflects the increasing use of these preparations for intravenous infusion.

Deletions

The deletions call for some comment. Old, popular preparations that disappear are compound benzoin tincture (friar's balsam), mercuric oxide eye ointment (golden eye ointment) and soap liniment. The deletions of chloroxylenol solution, ethanalamine oleate injection and leptazol are surprising because those preparations are still widely used. On the other hand the omission of the dangerous sulphamerazine and oldest poorly-absorbed sulphonamide, sulphaguanidine, and of strychnine hydrochloride, is amply justified. Many other deleted substances are replaced by safer or more effective derivatives. Urea is left out at a time when it has had a revival as an injection for reducing intracranial pressure. It may, however, soon be replaced by laevulose or mannitol for that purpose.

There are several surprising retentions. Colchicum liquid extract is unstable and has been almost entirely replaced by tablets of colchicine; nux vomica might have been expected to accompany strychnine; and cochineal, coriander, anise oil and several of the crude drugs seem out of place in a modern pharmacopœia. Aminophylline tablets have been largely replaced by those of choline theophyllinate. The retention of thyroid is apparently on account of use, though the assay is still not satisfactory and is being investigated.

Among the changes in title, the monograph previously known as iodised oil injection now has "viscous" added to its title, as the fluid oil is also official. Poliomyelitis vaccine has the word "inactivated" added in brackets to distinguish it from the oral vaccine, which is now official. The radioactive preparation of sodium iodide ¹³¹I and sodium phosphate ³²P lose the prefix "radio" from the names of the acid radicals. Thyroxine sodium tablets lose the word "sodium" in accordance with the policy of making titles as simple as possible.

Changes in composition

Tablets of aluminium hydroxide, compound codeine, compound sodium bicarbonate, soluble aspirin and soluble compound codeine are "rounded off" in metric quantities because there is now no need to make them the exact equivalent of the old imperial doses. That is a welcome step. Chorionic gonadotrophin is now two-and-a-half times its previous strength, and codeine phosphate has one-and-a-half molecules of water of crystallisation instead of one-half. Cyclobarbitone tablets are now made from the calcium salt, which has been found more stable than cyclobarbitone. Phenoxymethylpenicillin capsules may now contain the calcium salt as well as the free acid or potassium salt. The amount of adrenaline in injections of lignocaine and adren-

aline is reduced by one-fifth; sulphacetamide eye ointment is made with a different base and by a different method, and the monographs for diphtheria, tetanus and combined vaccines now have additional derivatives added, such as the purified toxoid aluminium phosphate (PTAP) and PTAF preparations.

With the final disappearance of the imperial system of weights and measures, several monographs instruct that metric strengths shall be supplied when none is stated (e.g., acetylsalicylic acid tablets, 300 mgm. instead of 5 grains).

General Notices

A section in the General Notices directs that, from January 1, 1964, when Pharmacopœial capsules, injections, or tablets are prescribed or demanded in imperial quantities, the corresponding metric quantities (given in Appendix XXIX) shall be supplied. Up to June 30, 1965, preparations in the old system may be supplied when metric or imperial prescriptions or those without strengths are presented. The arrangement is reasonable to allow existing stocks to be disposed of. Other important dosage changes are the doubling of maximum doses of atropine sulphate and of isoniazid; the dose of Cyanocobalamin is also increased. The dose of all the penicillin preparations is now to be expressed in milligrams instead of units, a rational step now that purified preparations are available. The strength of erythromycin tablets to be supplied in the absence of directions is altered from 100 mgm. to 250 mgm., and that of sodium bicarbonate injection from 5 per cent. to 1.4 per cent.

The notices emphasise that the addition of colouring agents to articles described in the Pharmacopœia is not official except where permission, or a direction to the contrary, is expressly stated. Permission is given to add to fixed oils amounts not exceeding 200 parts per million of butylated hydroxyanisole, of butylated hydroxytoluene, or of mixtures thereof to act as anti-oxidants. That seems a wise procedure.

A note of action and use is now appended to most monographs, but the statements given are intended only as information on the principal pharmacological actions and uses of the materials in medicine or pharmacy. They do not exclude the possibility of other uses and are not intended to be binding on prescribers or to limit their discretion. The same stipulations apply when information on action and use is included under the heading "dose." Clearer instructions are given on the use of grammes, milligrammes and microgrammes for expressing doses. With the disappearance of the grain, advance notice is given that the use of "G" for gramme instead of the scientific "g" will be abandoned.

Miscellaneous Alterations

The specifications for capsules have been strengthened by the addition of requirements for disintegration and uniformity of weight of the contents. Improvements have been made in the monographs on certain injections, such as phenobarbitone sodium, in the requirement for "the contents of the sealed container" from which the solution is prepared. The definition of rubber for closures is widened, and greater details are given for the procedures for preparing them for use.

An appendix on the sterilisation of powdered substances allows filtration, ionising radiations, or gas as appropriate. Attention is drawn to the risk associated with the improper use of multiple-dose containers, and several injections are now directed to be supplied only in ampoules. Directions are given for several infusion fluids to be labelled in milliequivalents per litre, as well as in percentage composition, thus falling in line with modern practice. New appendices are added on non-aqueous titration, the oxygen-flask method, chromatographic analysis, infra-red absorption spectra, and the determination of peroxide value and of carbon dioxide absorption by soda lime. Other appendices have been revised.

The introduction to the Pharmacopœia contains a list of International Pharmacopœial non-proprietary names which

differ from those of the British work. It seems a pity that such differences occur, and efforts should be made to reach agreement on the subject. Some British names are better than their international equivalent, for example aminacrine (aminoacridine); bendrofluzide (bendroflumethiazide); dapsone (diaphenylsulphone); dicophane (technical chloro-

phenothane). On the other hand ethanol and lidocaine are closer to the chemical name than alcohol and lignocaine.

The new Pharmacopœia, more than any previous edition, reflects the advances in medical sciences, and its compilation has obviously been a colossal task. The Commission and its numerous committees deserve congratulation.

THE 1963 CODEX

T. D. WHITTET

Concluded from THE CHEMIST AND DRUGGIST, July 6, p. 15

SEVERAL substances may be regarded as antidotes. Hexadimethrine (Polybrene) is a heparin antagonist that is more reliable than protamine sulphate; penicillamine is an orally administered chelating agent used to aid the elimination of toxic metals from the body, and used mainly in the treatment of Wilson's disease to increase the excretion of copper, though it has also been found useful in the treatment of poisoning by lead and mercury and in hæmosiderosis. Sodium edetate, another chelating agent, has a strong affinity for divalent and trivalent metals; it is used by intravenous infusion for the treatment of hypercalcaemia and topically or by iontophoresis for treating calcified corneal opacities and is also useful for the local treatment of lime burns and pharmaceutically as a stabilising agent. Potassium gluconate is a tasteless salt used orally to counteract potassium deficiency caused by diuretic therapy.

Somewhat surprising is the addition of two crude drugs: cinchona and African rauwolfia. Several substances are introduced mainly for pharmaceutical purposes. As well as methylcelluloses 20 (previously included) and 450 (B.P.), the 2,500 and 4,500 viscosity grades are added to the Codex. They are used as thickening and dispersing agents for various liquid preparations and as binding and disintegrating agents in tablets. Sodium carboxymethylcellulose is used as a suspending agent and as a stabiliser for emulsions. Dimethicones 200, 350, 500 and 1,000 are added to the twenty grade already in the 1959 volume. They are used as water-repellent coatings for glass phials, as ingredients of barrier creams and as syringe lubricants. Cinnamic acid is an ingredient of opiated linctus of squill pastilles. Terpeneless lemon oil is used for the preparation of spirit of lemon; it has the advantages of stronger flavour and odour and greater solubility than the natural oil.

Aerosol Propellents

The increasing use of pressurised packs and of skin-cooling sprays has led to the introduction of monographs on three halogenated hydrocarbons commonly used as aerosol propellents and refrigerants. They are dichlorodifluoromethane, dichlorotetrafluoroethane and trichlorofluoromethane.

In Part III (surgical ligatures and sutures) important additions are new monographs on various types of polyester and stainless steel sutures. Part V (surgical dressings) has been extensively changed. New monographs are included for three plastic first-aid dressings, which differ in the extent to which they allow transmission of water, air and water vapour, and for the plastic self-adhesive plasters used in their construction. X-ray detectable gauze swabs are included for the first time and, because of the doubtful availability of oiled rayon, the monograph on oiled silk omitted from the last edition is reinstated. Short general statements on the use of most dressings are now included to give guidance to users who may previously have been guided by custom in their choice of a dressing for a particular purpose.

The Revision Committee has reviewed the function of antiseptics in medicated dressings and the desirability or otherwise of their presence. Expert advice was sought, but as opinions varied, a compromise had to be adopted. The inclusion of an antiseptic in first aid dressings has been continued, but the antiseptics used have been revised and their number reduced, a notable exclusion being boric acid. Antiseptics may be omitted from dressings sterilised and individually wrapped. Because difficulties have occurred in interpreting the requirements for foreign matter in certain standards, a statement has been inserted in the general monographs explaining the difference between foreign matter and added foreign matter. The requirement for water-repelling treatment of dressing containing more than one-

third of rayon has been deleted. For quantities of dressings that are expressed in terms of weight, the standard is now given in metric quantities, with approximate imperial equivalents for information. In the case of requirements for cloth construction, however, the imperial standards are retained, because they are customarily used in the textile industry: approximate metric equivalents are included. The amount of zinc oxide in self-adhesive plasters and bandages has been standardised at 10 per cent.—a rational step.

Eye Drops Changes

Among the formulas in Part VI, important changes have been made in eye drops. Solution for eye drops, which was used as the vehicle for many of the eye drops in the previous edition, has been omitted because it has been shown to be ineffective for preventing the growth of bacteria in such products. No single bactericide appears to be appropriate for all aqueous eye drops, but chlorocresol, in a concentration of 0.05 per cent., has been chosen for the majority in this edition. In the absence, as yet, of eye-drop bottles capable of withstanding autoclaving, a process involving heating in the final containers at 98° to 100° for thirty minutes was introduced in order to kill any pathogenic bacteria that might be present but, because the process did not necessarily result in a sterile product, eye drops were still required to be freshly prepared. In the new edition the directions for preparing eye drops have again been amended and, unless otherwise stated, the products need not be freshly prepared, provided they are sterile when issued for use. Standards have been added to the monographs on eye drops.

All standards for preparations in the new edition have been reviewed and if necessary revised. The introduction of various new methods of assay has made it possible to improve several standards, especially of alkaline mixtures, powders and tablets. For preparations that may be made extemporaneously, the following factors have been taken into account in setting the limits for content of active ingredient: (1) Tolerance allowed by the B.P. or B.P.C. on the purity of the ingredient; (2) an allowance for reasonable errors in weighing and measuring the ingredients, and (3) an allowance for errors due to interference by the ingredients, where that is known to occur. The care given by the Codex Revision Committee is a safeguard for the pharmacist against too rigid an application of standards in test prescriptions.

Deletions

More old drugs of vegetable origin, such as Siam benzoin, cassia fruit, fresh lemon peel and tamarinds, have been deleted, but so have numerous active drugs that have now been replaced by more effective, and possibly safer, compounds (for example, the minor tranquilliser benactyzine, iodoxyl, pheniodol, sulphapyridine, sulphacetamide, meraluride). Deletion of hexobarbitone sodium is surprising, as the compound is still widely used, and some anaesthetists consider it safer than thiopentone sodium. Drugs with a long history, now disappearing, include saccharated ferrous carbonate, hexamine, mercurous chloride, morphine tartrate, spirit of nitrous ether and trinitrophenol (picric acid). Several dressings disappear, including calico bandages, mercury and zinc cyanide gauze, belladonna and capsicum plaster and tow. All are virtually obsolete.

Among formulas omitted are those of several formerly popular preparations, such as honey of borax, compound senna mixture, the mercury ointments, compound digitalis pills (Guy's pills) and tincture of digitalis. A surprising omission is compound injection of sodium chloride (Ringer's solution for injection) which is still widely used throughout the world.

The titles of a few monographs are changed. Plasters becomes self-adhesive plasters; zinc oxide elastic self-adhesive plaster for dressings becomes simply extension plaster, and lozenges of penicillin are changed to those of benzylpenicillin.

Emulsion of liquid paraffin and magnesium hydroxide has chloroform added, and that of liquid paraffin and cascara has an increased paraffin content. Linctus of pholcodine is now made by diluting the new strong linctus. Aspirin mixture contains spirit of chloroform instead of the water. Ammonium bicarbonate is omitted from mixtures of ipecacuanha for infants and the flavouring agents are changed from tolu and anise to liquorice. The preparation should now be more palatable, as should also mixture of potassium citrate and potassium citrate with hyoscyamus, which are now flavoured with lemon instead of ginger. The former preparations were unsatisfactory and unpleasant. The mixtures of succinylsulphathiazole and sulphadimidine for infants now have sodium carboxymethylcellulose instead of compound tragacanth powder as suspending agent. Capsicum ointment is to be made from the oleoresin, and tincture of quillaia from the liquid extract; blackcurrant syrup may have one of a list of permitted dyes added. Both the method of preparation and the standards for magnesium sulphate paste are added.

New General Notices

Among new general notices are useful definitions of the requirements for various types of container—"well-closed; airtight; securely closed; hermetically sealed; light-resistant; single-dose; multiple-dose." Under labelling, it is suggested that the labels of preparations of which the strengths were formerly expressed in the imperial system should include (when supplied otherwise than on prescription), in addition

to the statement of their strength in the metric system, an indication of the corresponding imperial strength, as given in a table. For example, acetarsol tablets containing 250 mgm. should be labelled "250 mgm. (B.P.C., 1963, equivalent of 4 grains)" or with a suitable abbreviated form of that statement.

Another useful addition is a section of explanation of terms, including:—Water; overnight; *in vacuo*; calculated with reference to the anhydrous substance; freshly prepared; recently prepared; odourless; water-bath; constant weight; cool place, and date of manufacture. It is valuable to have precise definitions of those terms, some of which have been variously interpreted in the past.

Appendices

The appendices have been increased to twenty-two, and now include a table of imperial standard wire gauges, an electrometric method for the determination of aerosol propellents, definitions of grades of powder varying from coarse to ultra-fine, and a reference to the determination of surface area by means of porosity measurements. In an attempt to obtain a more logical sequence, the order of the appendices has been changed.

Like the new Pharmacopœia, to which it forms a complementary volume, the new Codex is a credit to those concerned in its production, and the two new volumes have many features that make them much more useful than previous editions.

CORRIGENDA: In the review of the 1963 B.P. (C. & D., July 6, p. 14), for Trofanil read Tofranil and for propionyl read propionyl. In the review of the B.P.C. (p. 15), for acetamide read acetone. In the leader (p. 13), for cytotoxic read cytotoxic.

British Poisonous Plants

FIFTY SPECIES DESCRIBED AT LONDON MEETING

CATERING for a generation of pharmacists "who did not know one plant from another" DR. G. A. NELSON gave an illustrated address on "British poisonous plants" at an evening meeting of the Pharmaceutical Society in London on May 23. Earlier pharmacists, he said, had been required to recognise about forty British medicinal plants. Though drugs of natural origin were not now so prominent, there remained the dangerous poisons. Asked by a parent whether a fruit a child had swallowed was poisonous a modern pharmacist would probably send the parent to the hospital or to a doctor, who would know even less about plants! Where did one go for information on poisonous plants? Surely the pharmacist was the ideal person to fill the gap.

In his address, said Dr. Nelson, "British" would be extended to include foreign plants commonly cultivated in Britain; and "poisonous" would include any plant whose effects might cause one to seek advice.

Poisonous plants could be divided chemically into those producing glycosides, those producing alkaloids, and a miscellaneous group. Some plant families produced predominantly one chemical group (scrophulariaceae glycosides, for example, and papaveraceae alkaloids). Other families were more heterogeneous in their biosynthesis. In the liliaceae, *Colchicum* was alkaloidal, *Convallaria* glycosidal, and *Narthesium* neither. Floral morphology was connected with chemical constituents in the Ranunculaceae, for the regular flowered genera (buttercups, anemones, marsh marigold) produced glycosides, and the zygomorphic genera (aconite, delphin-

iums) produced alkaloids. *Ranunculus acris* (meadow buttercup), the most toxic of the fourteen yellow British buttercup species, was avoided by cattle; its glycoside caused blistering of the lips but was volatile and therefore not dangerous when mown with hay. *R. repens* (creeping buttercup) was the least toxic, and *R. flammula* (lesser spearwort), intermediate.

A bridge between glycosidal and alkaloidal groups was the genus *Solanum* (Solanaceae) in that its glycoside had an alkaloid as genin (aglycone). Of fungi, Dr. Nelson said the only way to tell the edible from the non-edible was to know them, though all *Amanita* species should be avoided.

Questions

MR. KEITH JENKINS said that 60 per cent. of the plants described were to be found in the garden. Could speaker give some general emergency treatment for children who had eaten such plants? DR. NELSON said the first thing was to identify; after that it was for the physician to treat. It was better to avoid trouble by training children which plants were poisonous—they would then teach others. If he must decide on an order of toxicity, he would place belladonna fruits as most dangerous, and aconite as most toxic, but the importance of any particular plant varied with the district. DR. J. M. ROWSON sought comment on the differential toxicity of belladonna: the leaf contained as much alkaloid as the fruit, yet he had seen sheep crop it readily. DR. NELSON said that certain rabbits were able to destroy the toxin, possibly by means of an enzyme, and their flesh was non-poisonous to

humans. A similar mechanism might exist in sheep.

A further question from MR. JENKINS brought the reply that 99 per cent. of the toxic principles found in fungi would be destroyed by boiling. On the Continent, housewives rejected the first boiling water and served in the second. Many of the fungi they cooked would otherwise be poisonous. Of the 2,000 British species only twelve were toxic. DR. F. FISH asked if, now the structure of aconitotoxin had been elucidated, there was an antidote. DR. NELSON suggested an oxidant—1:5000 potassium permanganate, for example—because the compound was highly unsaturated. MR. H. DEANE gave instances of *S. nigrum* being collected in mistake for belladonna, and recalled a suggestion that, in fruits of the latter, only the seeds were toxic. THE SPEAKER regretted that many school teachers thought that *S. dulcamara* was belladonna, but he did not know how that confusion could be ended.

To MR. S. O. NATEL, who had asked about poisoning from rhubarb, DR. NELSON said that the part eaten was the petiole, which would contain less calcium oxalate than either root or leaf, being used for transport only, and not for storage.

Asked whether any book listing poisonous plants and their antidotes had been published, DR. NELSON said the only one available was a bulletin ["British Poisonous Plants"] published by H.M. Stationery Office. That there was a need for such information was evidenced from the twenty to twenty-five requests he himself received each year. If veterinary calls were added, the number would run into hundreds.

Plants containing glycosides

	PLANT	POISON- OUS PARTS	GLYCOSIDE	EFFECTS	REMARKS
1.	<i>Rhamnus</i> . Two species of buck-thorn	bark	frangulin	violent purge	Anthracene cathartic more violent than cascara. Tough leaves. Black berries August—September.
2.	<i>Euonymus europæus</i> (spindle tree)	bark	evanoside	violent purge or vomiting	Pink fruits with orange seeds. Animals may appear dazed after eating.
3.	<i>Daphne laureola</i> (spurge laurel)	bark	mezeireins	vomiting; vesicant	3. Black fruits, found in woodland.
4.	<i>D. mezereum</i> (mezeion)				4. Pink flowers in March; wild in Yorkshire uplands but also found in gardens.
5.	<i>Aesculus hippocastanum</i> (horse chestnut)	seeds	aesculin, an isomer of mezeireins		
6.	<i>Ligustrum</i> . Two species of privet	leaves	syringin (also found in lilac leaves)	vomiting or purge; C.N.S. depression	<i>L. ovalifolium</i> , oval leaves, found wild. <i>L. angustifolium</i> , narrow leaf, cultivated.
7.	<i>Hedera ilex</i> (ivy)	leaves, fruit	hederins	irritant and C.N.S. depression	Chief danger dermatitis from handling. Common palmate lobed leaf only occurs in shade.
8.	<i>Prunus laurocerasus</i> (cherry laurel)	leaves	prulaurasin (HCN)	dizziness, convulsions, cyanosis	Four sugar glands at base of leaf near mid-rib on back. Show brown when dry, glistening when fresh. Rosaceae otherwise safe.
9.	<i>Arum maculatum</i> (lords and ladies)	root	similar to (8) but very dilute	similar to (8)	Once used as source of Portland arrowroot but HCN washed out during processing.
10.	<i>Digitalis purpurea</i> (foxglove)	leaves	several	well known cardiac effects	
11.	<i>Convallaria majalis</i> (lily of the valley)	flowers	convallotoxin	cardiac effects	Glycosides related to those of digitalis but are too cardio-toxic for medical use.

Plants containing both glycoside and alkaloid

	PLANT	POISON- OUS PARTS	CONSTITUENTS	EFFECTS	REMARKS
12.	<i>Solanum dulcamara</i> (woody night-shade)	all green parts	solanines	nausea, vomiting, colic, respiratory failure	Two auricles at base of leaves do not always develop. Oval red fruits.
13.	<i>S. nigrum</i> (black nightshade)	As (12)	As (12)	As (12)	Black fruits. Common weed in South.
14.	<i>S. tuberosum</i> (potato)	As (12)	As (12)	As (12)	Green potatoes are toxic—necessary to boil small potatoes for pigs.
15.	<i>S. lycopersicum</i> (tomato)	As (12)	As (12)	As (12)	Green tomatoes toxic. Boiling in acetic acid for chutney splits glycoside.

Plants containing alkaloids

	PLANT	POISON- OUS PARTS	ALKALOID	EFFECTS	REMARKS
16.	<i>Atropa belladonna</i> (deadly night-shade)	all green parts	hyoscyamine, etc.	well known	
17.	<i>Datura stramonium</i> (thornapple)				
18.	<i>Hyoscyamus niger</i> (henbane)				
19.	BERBERIDACEÆ <i>Berberis vulgaris</i> (barberry)	all parts except fruit	berberine most prominent	cardiac depressant, paralysis, respiratory failure	Needle-like spines at base of leaf. Cultivated.
20.	<i>Mahonia aquifolia</i> (Oregon grape)	all parts including fruit	As (19)	As (19)	Leaves similar to holly; brassy yellow flowers; purple, bloomed fruits.
21.	PAPAVRACEÆ <i>Papaver somniferum</i> (opium poppy)	pericarp	morphine, etc.	well known	Petals white but blue black colouring diffuses out. Cultivated. Glaucous leaves distinguish opium poppy from other species.

	PLANT	POISON- OUS PARTS	ALKALOID	EFFECTS	REMARKS
22.	<i>P. rhoeas</i> (red or corn poppy)	pericarp	rhoeadine, etc.	excitement, muscular twitch, convul- sions, coma, temperature fall, constipation	Group of alkaloids similar to those in opium poppy.
23.	<i>Chelidonium majus</i> (greater celandine) BUXACEÆ				Recognised by long fruits with brilliant orange juice.
24.	<i>Buxus semper- virens</i> (box)	leaves	buxine (chondo- dendrine)	initial stimu- lation then C.N.S. depres- sion	Tough, unpalatable, dark leaves.
25.	CUCURBITACEÆ <i>Bryonia dioica</i> (white bryony)	roots	resin; alkaloid but chemistry is obscure	intense purge	Tendrils can change from clockwise to anti-clockwise spiral.
26.	<i>Tamus communis</i> (false black bryony) LEGUMINOSÆ		similar to (25)		Unrelated botanically to (25) and has no tendrils, twining with stem. Fruits like red currants.
27.	<i>Sarothamus scoparius</i> (broom)	tops	sparteine		
28.	Laburnum	chiefly seeds	cystisine	nicotine-like pallor, nausea	Poisoning common.
29.	UMBELLIFERÆ <i>Conium maculatum</i> (hemlock)	fruits mainly	coniine, etc.	languor, nausea respiratory failure (as 29)	
30.	<i>Aethusa cynapium</i> (fool's parsley)		as (29) but low concentra- tion		Three backward pointing bracts behind each secondary umbel.
31.	COMPOSITÆ Senecio species (ragworts & grounsels)	leaves	many alkaloids	cirrhosis of the liver	Avoided by cattle.
32.	LILIACEÆ <i>Colchicum autumnale</i> (autumn crocus)	seeds and corm	colchicine	interference with mitosis. Abortion	Can produce malformed offspring in cattle.
33.	TAXACEÆ <i>Taxus baccata</i> (yew)	All parts except red aril of seed	taxine	gastro-intestinal irritant. Vomit Diarrhoea. Coma. Cardiac or respiratory failure	Dioecious tree-male has no fruits. Birds can dissect off aril from seed for food. Horses and cattle develop depraved taste.
34.	FUNGI Ergot		well known	well known	On rye
35.	<i>Amanita muscaria</i> (fly agaric)		muscarine	increased sali- vation peristalsis, micturition, convulsions	<i>Amanita</i> species recognised by volva at base and torn veil.

Miscellaneous group

	PLANT	POISON- OUS PARTS	CONSTITUENTS	EFFECTS	REMARKS
36.	FUNGI <i>Amanita phalloides</i> (death cap)	}	polypeptides	abdominal pain, nausea, vomit, cramp	Specific antiserum available from Central Public Health Laboratory, Hendon. 6-12 hr. delayed onset of symptoms.
37.	<i>A. mappa</i>				
38.	<i>A. leporina</i>				
39.	UMBELLIFERÆ <i>Oenanthe crocata</i> (hemlock water dropwort)	tubers	oenanthotoxin, a straight chain of 17 carbons	cerebral disturbances, coma	Grows in swampy ground. Identified by white juice produced on fracture, turning to orange, possibly due to oxidation of oenanthotoxin which is a highly unsaturated compound.
40.	LILEACEÆ <i>Nartheicum ossifragum</i> (bog asphodel)	flowers	pigments allied to hypericins of St. John's worts	photosensitivity	Toxicity recognised before 1700 : ossifragum—"breaking limbs."



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TRADE REPORT

The prices given are those obtained by importers or manufacturers for bulk quantities or original packages. Various charges have to be added whereby values are in many instances augmented before wholesale dealers receive the goods into stock. Crude drugs and essential oils vary greatly in quality and higher prices are charged for selected qualities.

LONDON, JULY 10: With holidays now in full swing, buying interest in all sections during the week was even more limited than of late.

A number of CRUDE DRUGS were dearer because of scarcities or lateness of new crops. ALOES, Cape primes, was dearer by 5s. per cwt. in both positions. With offers of new peel, CASCARA withdrawn at origin holders of mature bark on the spot advanced their quotations by 10s. per cwt. The firmer tone of HONEY was maintained and material from most sources was dearer by about 7s. 6d. per cwt. PODOPHYLLUM EMODI was reduced by 5s. per cwt., following an easier trend origin. White SQUILL was still unobtainable on the spot, and the new crop was reported late; offers for September shipment were awaited. SENNA prices were unchanged. Tinnevely leaves were reported arriving in moderate lots at distribution centres in India, but pods remained somewhat scarce. The following leaves and pods were exported from Tuticorin during May:—

	U.K. tons	U.S. tons	EUROPE tons
SENNA LEAVES	15	46	144
PODS	3	1	62

Refined SUGAR prices to the home trade were advanced by 28s. 4½d. per cwt. as a result of a smaller distribution payment by the Sugar Board.

The only important feature of the ESSENTIAL OILS market was the continued decline in Formosan CITRONELLA prices, which fell a further sixpence per lb. in both positions. Chinese oil for shipment was reduced by 1s. 6d. per lb. Sicilian LEMON was not being quoted for shipment. It was reported from India that the State Trading Corporation proposes to start depôts at Cochin. Always and Calicut to store lemongrass oil purchased from producers. The Corporation is expected to enter the market within the next few days as a measure for stabilising the price of the oil.

IRON and AMMONIUM CITRATE was marked up tenpence per kilo on July 8 by at least one manufacturer. Supplies of EPHEDRINE ALKALOID and SALTS became short, and some distributors were quoting their delivery date one month ahead.

Pharmaceutical Chemicals

AMIDOPYRIN. — Per lb. 16s. 8d. for 5-cwt. lots; 1-cwt., 17s. 5d.

AMYLOBARBITONE. — B.P.C. is 76s. per kilo for less than 25-kilo lots and 71s. 6d. over 25 kilos. SODIUM is 10s. per kilo more.

ANTIMONY SALTS.—CHLORIDE SOL., B.P.C., 1934, carboys, 2s. 6½d. lb.

ATROPINE. — Per oz. for 16-oz. lots ALKALOID and METHONITRATE, 39s.; METHYLBROMIDE, 38s. 6d.; SULPHATE, 34s. (1.181s. for 1-kilo).

BARBITONE. — SODIUM derivative is 56s. 9d. per kilo for less than 25-kilo lots.

BENZOIC ACID.—One cwt., 2s. 10d. per lb.; and SODIUM SALT, 2s. 8d. per lb.

BRUCINE. — Per oz. ALKALOID is 5s. and SULPHATE, 4s.

BUTOBARBITONE. — B.P.C., 80s. per kilo for 25-kilo lots and over.

CARMINE.—One-cwt. lots quoted at 137s. per lb.

CITRATES.—Per kilo:—

	50 kilos	250 kilos	500 kilos
SODIUM†	s. d. 4 9	s. d. 4 3	s. d. 4 3
POTASSIUM†	4 11½	4 5	4 0½
IRON AND AMMONIUM*	8 5	8 1	7 10

†Powder 6d. per kilo more. *Scales 1s. 10d. per kilo more.

COCAINE. — 16-oz. lots HYDROCHLORIDE, 91s. 6d. per oz.; ALKALOID, 101s. per oz. Subject to D.D.A. Regulations.

CYCLOBARBITONE. — 25 kilos and over: B.P., 70s. 6d. per kilo. CALCIUM, 77s. 6d. per kilo.

DIGOXIN.—100-gm. lots, 68s. per gm.

EMETINE. — One-kilo lots, HYDROCHLORIDE, 11,431s. per kilo.—BISMUTH IODIDE, 4,952s. per kilo.

ERGOMETRINE.—MALEATE, B.P., 144s. per gm. for 20-gm. lots; TARTRATE, 30s. per gm. for 100-gm. lots.

ERGOTOXINE. — ETHANESULPHONATE, 10-gm. lots, B.P. '32, 60s. per gm. B.P.C. '49, 72s. 6d.

GLYCEROPHOSPHATES.—Per lb. in 1 cwt. lots, 110s. per gm.; 100-gm., 105s. per gm. CALCIUM, soluble, B.P.C., 12s.; IRON, B.P.C., scale, 15s. 9d. and powder, 14s. 9d.; MAGNESIUM, soluble, B.P.C., 14s. 3d.; MANCANESE, B.P.C., 27s.; POTASSIUM, 50 per cent., B.P.C., 3s. 9d. and 75 per cent., 2s. 7d.; 75 per cent., 4s. 6d.; 100 per cent., 8s.

HEXOBARBITONE. — 25-kilo lots or over, 115s. per kilo.

HOMATROPINE. — 16-oz. lots (per oz.): ALKALOID, 30s. 6d.; HYDROBROMIDE, 24s. 6d.; HYDROCHLORIDE, 28s. 6d.; METHYLBROMIDE, 25s. 6d. 1-oz. rates are 1s. 6d. per oz. above those rates.

HYOSCINE HYDROBROMIDE.—Per oz. 102s. and per kilo, 3,419s.

METHYL PHENOBARBITONE.—B.P.C., 78s. per kilo for less than 25-kilo lots.

NARCOTINE. — ALKALOID and HYDROCHLORIDE, 5s. 8d. per oz. (200s. kilo) for under 35-oz. lots.

OPIATES. — Home trade prices (per oz.) subject to D.D.A. Regulations:—

	35 oz. and over	Under 35 oz.
CODEINE	s. d.	s. d.
ALKALOID	54 0	55 0
HYDROCHLORIDE	47 3	48 3
PHOSPHATE	41 0	42 0
SULPHATE	47 3	48 3
MORPHINE		
ACTATE	50 0	51 0
ALKALOID	61 3	62 3
HYDROCHLORIDE	50 0	51 0
SULPHATE	50 0	51 0
TARTRATE	60 0	61 0
LTHYLMORPHINE		
ALKALOID	63 3	64 3
HYDROCHLORIDE	54 0	55 0
DIAMORPHINE		
ALKALOID	59 9	60 9
HYDROCHLORIDE	54 9	55 9

PENTOBARBITONE.—25-kilo lots and over are 107s. 6d. per kilo.

PETHIDINE HYDROCHLORIDE.—Subject to D.D.A. Regulations, 5-kilo lots, 300s. per kilo.

PHENOBARBITONE. — Spot rate 50-kilo lots, 47s. 6d. per kilo; less than 25-kilos, 50s. 6d. SODIUM SALT, 55s. 6d. per kilo for less than 25-kilo lots.

PHOLCODINE.—8-oz. lots, 95s. 9d. per oz. (3,377s. per kilo).

PTHIALYL SULPHATHIAZOLE. — Five-kilo lots, 31s. per kilo.

PHYSOSTIGMINE. — ALKALOID, 408s. per oz. (for 4-oz. lots) and 14,110s. per kilo; SALICYLATE, 276s. oz. (9,454s. kilo); SULPHATE, 352s. oz. (12,134s. kilo).

PICROTOXIN.—Per oz. 45s. 6d. (4-oz.).

QUINALBARBITONE.—Sodium salt is 110s. per kilo for 25-kilos and over.

STRYCHNINE. — 100-oz. lots; ALKALOID, 11s. per oz.; SULPHATE and HYDROCHLORIDE, 9s.

SUCCINYL SULPHATHIAZOLE. — Five-kilo lots, 38s. 6d. per kilo.

SULPHACETAMIDE. — 50-kilo lots, 54s. per kilo; SODIUM, 66s. 2d.

SULPHADIAZINE.—Five-kilo lots, 65s. per kilo; 50-kilo lots, 60s.

SULPHADIMIDINE. — 50-kilo lots are 40s. per kilo.

SULPHAGUANIDINE.—100-kilo lots, about 19s. 6d. per kilo.

SULPHAMETHIAZOLE. — Per kilo.—5-kilo lots, 100s.; 50-kilos, 95s.

SULPHANILAMIDE.—50-kilo lots, 12s. 8d. per kilo.

SULPHAPYRIDINE. — Five-kilo lots, 120s. per kilo.

SULPHATHIAZOLE. — 100 kilos, 32s. per kilo; 50 kilos, 33s.

d-TUBOCURARINE CHLORIDE. — 100-gm. lots, 60s. per gm.

Industrial Chemicals, Solvents

ACETALDEHYDE. — The 100 per cent. is £122 per ton.

ACETATES. — Per ton, spot in drums: AMYL, 10-cwt. lots, technical, £254 and B.S.S., £256. BUTYL, 1-ton lots, £149; ETHYL, £124; ISOBUTYL (80 per cent.), £118; ISOPROPYL, £119.

ACETIC ANHYDRIDE. — 12-ton lots £103 per ton; 2½-ton, £107, tanker deliveries.

ACETONE. — One-ton lots spot, £66 per ton in drums.

N-BUTYL ALCOHOL. — One-ton lots in drums, £131 10s. per ton and one-drum lots, £138 10s. per ton.

CARBON TETRACHLORIDE. — In 40-gall. drums, 1 ton and under 2 tons, £83 15s.; 4 tons and upwards, £82 5s.

ISOPROPYL ALCOHOL. — Technical grade (99 per cent.) in tank car lots from 4s. 6d. to 4s. 8d. per gall.; anhydrous in drums, 7s. 1d. to 7s. 4½d. per gall.; in bulk, 6s. 11d. to 7s. 1d.

METHYL ETHYL KETONE.—One-ton lots, £121 10s. per ton in drums.

NAPHTHALENE. — Contract rates for phthalic grade are from about £27 per ton upwards in bulk, ex works; lower crystallising whizzed grades from £20 to £25 per ton ex works; ball and flake, £71.

PHTHALATES. — Prices (per ton) one-ton lots in drums: DIBUTYL, £182; DI-ISOBUTYL, £175; DI-ETHYL, £174; DI-METHYL, £163.

PHTHALIC ANHYDRIDE.—Domestic material quoted at £90 per ton.

SODA ASH.—Four-ton lots, 232s. 6d. per ton delivered.

STEARATES. — Spot prices for minimum 1-ton lots. — ALUMINIUM (all grades), 253s. 6d. per cwt. CALCIUM (precipitated), 243s. 6d. LEAD (30 per cent.), 223s. 6d.; MAGNESIUM (standard), 272s. and (superfine), 302s.; ZINC, 226s. to 286s. as to grade.

Crude Drugs

ALOE.—Spot, primes, 235s. per cwt. Shipment, primes, 230s., c.i.f. Curaçao, spot, 320s.; shipment, 300s., c.i.f.

CALUMBA ROOT.—Mozambique in bond, 85s. per cwt.; 70s., c.i.f.

CASCARA.—Spot, 250s. per cwt.; offers of new peel for shipment have been withdrawn.

CASSIA.—*Fistula*, 105s. per cwt.; *lignea* (whole), for prompt shipment, 210s., c.i.f.; selected broken, 200s., c.i.f.

CHAMOMILE.—Roman-type, 1962 crop offers about 11s. per lb.; *Matricaria*, 7s. 6d.

CHERRY BARK.—Thin natural, 1s. 8d. per lb.

CHILLIES.—Zanzibar, 170s. spot; shipment, 165s., c.i.f., per cwt. Mombasa spot, 200s.; shipment, 150s., c.i.f.

CINNAMON QUILLS.—Shipment (c.i.f. per lb.), 4 O's, 7s. 2½d.; single O, 6s. 8¾d.; seconds, 5s. 7¼d.; quillings, 5s.

CLOVES.—Zanzibar spot, 2s. 10½d. per lb. standard grade; shipment, 2s. 7d., c.i.f.

COCHINEAL.—Canary Isle black-brilliant nominal; silver-grey 16s. 9d. per lb., c.i.f., limited supplies.

COCILLANA.—Bark, 2s. per lb. on the spot.

COLOCYNTH PULP.—Spot and shipment nominal.

DIGITALIS.—*Purpurea* leaves, 2s. 6d. per lb.

ELEMI.—Spot, 1s. 6d. per lb.; shipment, 1s. 1d., c.i.f.

ERGOT.—Portuguese, 8s. 9d. per lb. spot; 8s. 4d., c.i.f.

GINGER.—(Per cwt.). African, spot about 377s. 6d. Jamaican No. 3 spot, 690s.; shipment, 675s., c.i.f. Cochin, 250s.; shipment, 245s., c.i.f.

GUM ACACIA.—Kordofan-cleaned sorts, 155s. per cwt., spot; shipment, 141s. 6d., c.i.f.

HENNA.—Indian, spot nominal; shipment, 75s., c.i.f., nominal.

HONEY.—(Per cwt.). Australian light amber, 152s. 6d. to 157s. 6d. and medium amber, 147s. 6d. to 152s. 6d. Argentine, 170s. to 172s. 6d.; Jamaican, 150s. to 155s.; Canadian, 165s. to 170s.; Mexican, 155s. to 160s.; all ex warehouse.

IPECACUANHA.—Matto Grosso and Colombian for shipment, 67s. 6d. per lb., c.i.f. Costa Rican, 90s., c.i.f. No spot.

JUNIPER BERRIES.—Hungarian, 95s. per cwt.; German, 145s. spot.

KARAYA.—No. 1 gum, spot nominal; No. 2, 325s. per cwt.

KOLA NUTS.—African 5½d. spot and 4½d., c.i.f. (per lb.).

LANOLIN.—ANHYDROUS B.P. is from 170s. to 190s. per cwt. in 1-ton lots delivered free drums.

LEMON PEEL.—Spot, 2s. 3d. per lb.

LINSEED.—Whole, 72s. 6d. per cwt.; crushed, 102s. 6d.

LIQUORICE.—Natural root; Russian, 65s. per cwt.; Anatolian, 57s. 6d.; Persian, 52s. 6d.; Sicilian 1-kilo bundles, 1s. 6d. per lb. Block juice: Anatolian 210s. per cwt.; Italian stick from 329s. to 470s. per cwt.

LOBELIA HERB.—American spot, 6s. per lb.

MACE.—Whole, pale blade, 15s. per lb.; shipment, 14s., c.i.f.

MALEFERN.—Root for shipment quoted at 75s. per cwt., c.i.f.

MENTHOL.—Chinese: spot, 39s. 6d. per lb. duty paid; August–September shipment, 34s., c.i.f. Brazilian, 23s. in bond; shipment, 23s., c.i.f. Formosan, 27s. 6d. in bond; shipment, 26s., c.i.f.

MERCURY.—Spot ex warehouse is £58 per flask of 76 lb.

NUTMEGS.—West Indian 80's, 9s. 3d. per lb.; sound unassorted, 9s.; defectives, 7s. 6d. East Indian for shipment, 80's, 5s. 5d.; 110's, 4s. 7d.; b.w.a., 3s. 10d., c.i.f.

NUX VOMICA.—Cochin, 75s. per cwt. on the spot.

ORANGE PEEL.—Spot: Sweet ribbon, 1s. 10d. per lb.; bitter quarters; West Indian, 10½d.; Spanish, 1s. 4d.; bitter ribbon, 1s. 3d.

PAPAIN.—For shipment: East African No. 1, about 34s., c.i.f.

PEPPER.—White Sarawak spot, 2s. 11½d. per lb.; shipment, 2s. 10d., c.i.f. Black Sarawak spot, 2s. 4d.; shipment, 2s. Black Malabar, 320s. per cwt. spot; shipment, 267s. 6d., c.i.f.

PIMENTO.—Spot 638s. per cwt.; shipment, 580s., f.o.b.

PODOPHYLLUM.—Spot, per cwt.: *Emodi*, 240s. nominal; new crop for shipment, 230s., c.i.f.; *Peltatum*, 365s. spot.

PYRETHRUM.—Extracts—partially dewaxed, 25 per cent. pyrethrins, 74s. 6d. to 65s. 6d. per lb.; decolorised dewaxed, 20 per cent., 66s. 6d. to 59s. 4d. per lb.

QUASSIA.—Spot, 57s. 6d. per cwt.

QUILLAIA.—Spot, 180s. per cwt.; shipment, 140s., c.i.f.

RHUBARB.—Chinese spot cleared; no shipment offers.

SAFFRON.—Mancha superior 190s. per lb. spot.

SARSAPARILLA.—Jamaican native red spot, 2s. 10d. per lb.; shipment, not offering.

SEEDS.—(Per cwt.). **ANISE.**—Spanish, 272s. 6d., duty paid, CARAWAY.—Dutch, 155s., duty paid. **CELERY.**—Indian unchanged at 210s. spot; shipment quoted at 142s. 6d., c.i.f. **CORIANDER.**—Moroccan quoted at 62s. 6d., duty paid; shipment market firmer with business reported at 56s., c.i.f. It is also reported that the new crop for July–August shipment will be in short supply and most of the crop is sold. **CUMIN.**—Indian, 165s. Iranian, 160s., duty paid; shipment, Iranian unchanged at 140s., c.i.f. **DILL.**—Indian, 80s., spot; shipment, 58s., c.i.f. **FENNEL.**—Indian, 125s. spot; shipment, 127s. 6d., c.i.f., now quoted. **FENUGREEK.**—Moroccan quoted at 54s., duty paid; new crop for July–August shipment, 43s., c.i.f. **MUSTARD.**—English, 50s. to 72s. 6d., according to quality.

SENEGA.—Spot, 15s. 6d. per lb.; new crop for July–August shipment, 14s. 6d., c.i.f.

SENNA.—(Per lb.). *Tinnevely* LEAVES, spot: Prime No. 1, 2s. 3d.; prime No. 2, 1s. 9d.; No. 3, f.a.q., 1s. 4d. **PODS:** hand-picked cleared on spot, August delivery quoted at 3s. 3d. ex wharf. *Alexandria* pods: Manufacturing, spot and forward, 2s. 6d. to 2s. 9d. per lb. ex wharf: hand-picked readily available at from 4s. to 8s.

TONQUIN BEANS.—Para spot, 5s. 6d. per lb.; shipment, 4s. 10½d., c.i.f.; Trinidad, 7s. 6d., spot.

TRAGACANTH.—No. 1 ribbon, £132 10s. to £135 per cwt. No. 2, £125 to £127 10s. c.i.f.

TURMERIC.—Madras finger spot, 150s. per cwt. quoted; shipment, 135s., c.i.f., sellers.

VALERIAN ROOT.—Spot: East European, 175s. per cwt.; Indian, 175s. Shipment: Continental, 172s. 6d. to 205s. 6d. c.i.f.

WAXES.—(Per cwt.): **BEE'S.**—Dar-es-Salaam, spot 455s.; shipment, 410s., c.i.f. Abyssinian, spot, 410s., in bond; shipment, 385s., c.i.f. **CANDELILLA.** spot, 465s.; forward, 460s. landed. **CARNAUBA.** fatty grey, spot, 295s., shipment, 280s., c.i.f.; prime yellow, spot, 830s.; shipment, 795s., c.i.f.

WITCH HAZEL LEAVES.—Spot quotations are 2s. 9d. per lb.

Essential and Expressed Oils

BAY.—West Indian about 25s. per lb. on the spot.

BERGAMOT.—Case lots on spot from 88s. 6d. per lb. as to ester content.

BIRCH TAR.—Rectified, 8s. per lb.

CADE.—Spanish, 2s. 6d. per lb. for drum lots.

CAJUPUT.—Spot, from 10s. per lb.

CALAMUS.—Spot, about 56s. per lb.; shipment, 38s. per lb., c.i.f.

CAMPOR, WHITE.—Chinese, 2s. 7d. duty paid, per lb.; shipment, 1s. 9d., c.i.f.

CANANGA.—Spot, 27s. per lb.

CARAWAY.—Imported oil, 34s. per lb.

CARDAMOM.—Imported from 225s. per lb.

CEDARWOOD.—Rectified 6s. per lb. on the spot.

CELERY SEED.—Quotations are from 110s. per lb.

CHAMOMILE.—Smalls 640s. per lb.

CHENOPODIUM.—About 35s. per lb. in original containers.

CITRONELLA.—Ceylon spot 9s. 4½d.; shipment 8s. 11d. per lb., c.i.f. Formosan 13s., in bond; July–August shipment, 10s. 6d., c.i.f. Chinese, spot cleared; July–August shipment, 12s., c.i.f.

CLOVE.—Madagascar leaf spot, 7s. 3d. per lb.; duty paid; shipment, 6s. 4d., c.i.f. **RECTIFIED** 87–88 per cent., 12s. Distilled bud-oil, **ENGLISH B.P.**, 26s. per lb. for 1-cwt. lots.

CORIANDER.—Russian oil, 40s. 6d. per lb., spot.

CUBEB.—Spot supplies of imported are 85s. per lb.

GINGER.—Imported: Jamaican, 130s. per lb.; Chinese, 72s. 6d., duty paid. English, 135s. Indian, 125s.

JUNIPER.—B.P.C. 1949 oil is from 13s. 6d. per lb. **JUNIPER WOOD.** from 5s.

LEMON.—Spot Sicilian 50s. per lb.; shipment nominally 53s. per lb., c.i.f.

LEMONGRASS.—Spot, 11s. 3d. per lb.; shipment, 11s. 3d., c.i.f.

ORANGE.—Floridan sweet oil 7s. per lb. nominal; shipment, 5s. 3d., c.i.f. South African and Rhodesian, 7s. 6d.; Israeli, 5s.; West Indian, 10s.; Spanish, 15s. to 17s. 6d., spot.

PEPPERMINT.—*Arvensis:* Chinese spot, 12s. 6d.; shipment, 9s. 9d., c.i.f. Brazilian spot, 7s. 3d.; shipment, 7s., c.i.f. *Piperita:* Italian, 48s. to 70s., spot. American from 37s. to 38s. 6d. per lb. as to make.

SAGE.—Spanish, 7s. 6d. per lb.; Dalmatian, 18s. 6d.

UNITED STATES REPORT

NEW YORK, JULY 9: **PHTHALIC ANHYDRIDE** was reduced another half-cent to make the molten 8½ cents per lb. and the flake, 9 cents. **MENTHOL** from Brazil advanced 10 cents further to \$3.70 per lb. **LOBELINE SULPHATE** was boosted by \$11.20 to \$47.45 per oz. The increase was attributed to higher manufacturing costs rather than to any scarcity of **LOBELIA HERB** which declined 10 cents to 75 cents a lb. **EUCALYPTUS OIL** firmed up in price to make the 70-75 per cent. grade 87 cents per lb., up seven cents and the 80-85 per cent. grade, 95 cents, up five cents. The General Services Administration has received bids from eight United States companies to buy 273,000 oz. of **QUINIDINE SULPHATE** powder. G.S.A. was offering 100,000 oz. of the powder for sale and received bids from 57.26 cents to 70.5 cents per oz. The offers were taken under consideration by the Agency.

PRINT AND PUBLICITY

PRESS ADVERTISING

AGFA, LTD., 27 Regent Street, London, S.W.1: Agfa camcra. In *Daily Express*, *Daily Mail*, *Daily Telegraph* and photographic magazines.

GOLDEN, LTD., Berkeley Square, London, W.1: Color-Match. In *Woman*, *Woman's Journal*, *Woman's Realm*, *Modern Woman*, *Everywoman*, *Woman's Own*, *Woman and Beauty*, *Sunday Express*, *Daily Mirror* and *Sunday Mirror*.

GERIARDT-PENICK, LTD., Purley Way, Croydon, Surrey: Tums. In *News of the World*, *Daily Express*, *Daily Mail* and *Daily Herald*.

GEVAERT, LTD., Great West Road, Brentford, Middlesex: Gevacolor film. In national Press and amateur photographic Press.

GIBBS-PEPSOENT, LTD., Portman Square, London, W.1: Sunilk shampoos. In *Woman*, *Woman's Own*, *Woman's Realm*, *Honey*, *Woman's Mirror*, *Woman and Home*, *True Story*, *Photoplay*, *True Romances*, and *Woman's Story*.

GOLDEN, LTD., Berkeley Square, London, W.1: L'Oréal hair bleach. In *Woman*, *Woman's Own*, *Woman's Mirror* and *Honey*. Color-Glo. In women's magazines and Sunday newspapers. Elctt hair spray. In *Woman*, *Woman's Own*, *Flair*, *Honey*, *She*, *Vanity Fair*, *Modern Woman* and *Woman and Beauty*.

ILFORD, LTD., Ilford, Essex: Ilfocolor, Ilfochrome 32 and Ilfochrome 8-mm. ciné film. In *Daily Express*.

MAYBORN PRODUCTS, LTD., Dylon Works, 139 Sydenham Road, London, S.E.26, Dylon-Spot dry cleaner. In *London Evening Standard* and *TV Times*.

MEGGESEN & CO., LTD., Penarth Street, London, S.E.15, Meggeson dyspepsia tablets. In national Press.

MENLEY & JAMES DIVISION, SMITH KLINE & FRENCH LABORATORIES, LTD., Welwyn Garden City, Herts: Procol cold capsules. In national

Press (commencing October).

MONIL, LTD., Hunmanby, Filey, Yorks, Monil colour shampoos. In national and provincial Press.

OR-LEM, LTD., 77 Millbrook Road, Southampton, Hants: Or-lem squash, milk shake and ice lollies. In national and provincial Press.

PHARMACEUTICAL PRODUCTS, LTD., 44 Magdalen Street, Norwich, Norfolk: Stings antihistamine cream. In *Eastern Daily Press*, *Eastern Evening News*, *Ipswich Evening Star*, *East Anglian Daily Times*, *Cambridge Daily News*, *Essex County Standard* and *East Essex Gazette*.

RAPIDOL, LTD., Inecto House, Dover Street, London, W.1: Inecto Hint-of-a-Tint colour shampoo. In *Woman*, *Woman's Own* and *Honey*.

ROBINSON & SONS, LTD., Wheat Bridge Mills, Chesterfield, Derbyshire: Paddi and Paddi-pads. In *Woman*, *Woman's Own* and other mass-circulation and specialist magazines.

WHITECROFT (LYDNEY), LTD., Whitecroft, Glos: Salvelox plaster. In *Evening Standard*, *Birmingham Mail*, *Wolverhampton Express* and *Star*, *Coventry Evening Telegraph*, *Leicester Mercury*, *Nottingham Evening Post*, *Bristol Evening Post*, *Exeter Express* and *Echo*, *Plymouth Western Evening Herald*, *Cardiff South Wales Echo*, *Swansea South Wales Evening Post*, *Ipswich Evening Star*, *Norwich Eastern Evening News*, *Cambridge News*, *Brighton Evening Argus*, *Portsmouth Evening News*, *Southampton Southern Evening Echo*, *Bournemouth Evening Echo*, *Northampton Chronicle* and *Echo*, *Swindon Evening Advertiser*, *Oxford Mail*, *Gloucester Citizen* and *Torquay Herald Express*. Salvelox first-aid dressings. In *Birmingham Mail* and *London Evening Standard*.

W. WOODWARD, LTD., Sanitas House, Clapham Road, London, S.W.9: Woodward's nursery products. In *Radio Times*, *Sunday Mirror*, *T.V. Times*, *Woman's Own*, *The Viewer*, *Baby Book*, *Mother and Mothercare*.

DISPLAY MATERIAL

CROOKES LABORATORIES, LTD., Park Royal, London, N.W.10, Counter display unit and leaflets for Lacto-Calamine.

EVANS MEDICAL, LTD., Home sales department, Speke, Liverpool, 24: Display aids and leaflets for Bonny bouncer baby exerciser.

LASTONET PRODUCTS, LTD., Carn Brea, Redruth, Cornwall: Showcard for Quick-snap baby pants.



FOR DISPLAY AND SALES: "Eye-care counter" showpiece produced by Keldon, Ltd., Wadsworth Road, Perivale, Middlesex, for Optrex eye lotion, Optrex eye compress and Optone eye drops.

COMMERCIAL TELEVISION

Figures in these columns represent number of appearances of the "spot" during the week.

July 21-27	London	Midland	North	Scotland	Wales	South	N.E.	Anglia	Ulster	Westward	Border	Grampian	Eireann	Channel Is.	W. & N. Wales
4711 eau de Cologne...	3	3	3	—	—	3	—	—	—	—	—	—	—	—	—
Alka Seltzer ...	4	4	—	5	—	1	1	1	1	1	2	1	—	—	—
Anadin ...	2	4	1	4	6	2	6	2	3	2	1	—	—	—	—
Andrews liver salt ...	2	1	2	—	1	1	—	2	1	1	3	—	—	4	1
Anne French products ...	—	1	—	—	—	—	—	—	1	—	—	—	—	—	—
Beccham pills ...	—	—	3	—	—	—	3	—	—	—	—	—	—	—	—
powders ...	5	4	4	5	4	5	5	4	5	3	5	6	—	—	—
Cuticura products ...	2	3	2	—	2	—	—	—	—	—	—	—	—	—	—
Delrosa rose-hip syrup ...	—	—	3	—	—	—	—	—	—	—	—	—	—	—	—
Dentu-creme ...	1	2	2	3	2	1	1	2	1	3	1	3	—	1	1
Dinnford's magnesia...	1	1	2	—	1	1	—	1	—	—	—	—	—	—	—
Euthymol tooth-paste ...	—	1	1	—	—	—	—	—	—	—	—	—	—	—	—
Fields products ...	—	—	—	1	—	1	1	—	—	—	—	—	—	—	—
Freezone ...	—	3	4	—	—	—	4	—	—	—	—	—	—	—	—
Germolene ...	3	4	3	4	3	3	4	3	3	3	—	5	—	—	—
Gillette razors and blades ...	1	1	1	1	1	1	1	1	1	1	1	—	—	—	1
Ilford cameras and films ...	5	5	4	7	4	5	4	5	4	4	3	—	—	5	6
Immac ...	2	1	1	2	4	1	2	2	2	1	2	1	—	1	—
Ingram shaving cream...	3	3	—	—	3	4	—	4	—	4	—	—	—	—	—
Klecnex tissues...	1	1	2	1	2	2	2	2	1	2	—	2	—	—	—
Kodak cameras and films ...	—	—	2	3	3	3	4	3	—	4	5	3	—	—	1
Kolyos tooth-paste ...	1	4	5	—	6	1	3	—	6	—	—	4	—	—	—
Le Rouge Baiser lipstick ...	—	—	—	—	—	—	—	—	—	—	—	—	—	1	—
Loxene shampoo ...	3	3	3	2	2	4	—	3	2	3	4	3	3	—	1
Macleans tooth-paste ...	—	—	—	—	3	4	1	6	—	1	—	2	—	—	—
Milk of Magnesia tablets ...	—	—	—	—	—	—	—	—	—	—	—	—	—	—	1
Moorland tablets ...	1	2	2	—	—	1	1	2	2	2	—	—	—	—	—
Mothaks ...	2	1	—	—	—	—	—	—	—	—	—	—	—	—	—
Mum deodorants ...	3	4	4	2	2	2	2	2	2	2	1	2	—	—	—
Phyllosan ...	2	3	3	—	3	3	3	3	—	—	—	—	—	—	—
Radox bath salts ...	—	—	—	—	—	3	—	3	—	—	—	—	—	—	—
Rennies ...	1	2	2	5	—	4	4	4	—	—	—	4	—	3	1
Rinstead pastilles ...	—	1	2	1	1	1	2	2	—	—	1	—	—	—	1
Salvelox first-aid dressings ...	3	3	—	—	2	2	—	1	2	2	—	—	—	—	—
Sebbix shampoo ...	—	3	2	—	—	3	—	—	—	—	—	—	—	—	—
Setlers ...	3	3	4	4	4	4	4	5	3	3	—	—	—	—	—
Stings antihistamine cream ...	—	—	—	—	—	—	—	4	—	—	—	—	—	—	—
Swan Lake bath cubes ...	3	3	3	—	—	3	—	—	—	—	—	—	—	—	—

COMING EVENTS

Items for inclusion under this heading should be sent in time to reach the Editor not later than first post on Wednesday of the week of insertion.

Wednesday, July 17

INTERNATIONAL PESTICIDES CONGRESS, Friends' House, Euston Road, London, N.W.1. Until July 23.

MANCHESTER PHARMACEUTICAL GOLFING SOCIETY, Ormskirk golf club, Ormskirk, Lancs. Play for Robinson & Sons, Ltd., prizes (four ball Stableford).

SOUTH LONDON AND SURREY PHARMACISTS' GOLFING SOCIETY, Walton Heath golf club (old course), Tadworth, Surrey, at 1 p.m. Stableford competition (members only).

Thursday, July 18

NOTTINGHAM BRANCH, PHARMACEUTICAL SOCIETY. Treasure hunt. Starting from central carriageway of Forest (adjacent to Goose Fair site) at 6-7 p.m.

WEST HAM ASSOCIATION OF PHARMACISTS and EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY. Summer outing.

Advance Information

INTERNATIONAL PHARMACEUTICAL STUDENTS' FEDERATION CONGRESS, London, July 29 to August 8.

ULSTER CHEMISTS' ASSOCIATION CONFERENCE, North Counties hotel, Portrush, co. Antrim, September 13-15 [change of date].

TRADE MARKS

APPLICATIONS ADVERTISED BEFORE REGISTRATION

From the "Trade Marks Journal," June 26

For perfumes, non-medicated toilet preparations, cosmetic preparations, dentifrices, depilatory preparations, toilet articles (not included in other classes), sachets for use in waving the hair, shampoos, soaps and essential oils (3)

AUTUMN GOLD, SPRING FANCY, SUMMER MAGIC, 845,898-900, by Cussons Sons & Co., Ltd., Manchester, 7.

For soaps, perfumes, non-medicated toilet preparations, cosmetics, detergents (3) and for pharmaceutical preparations and substances (5)

Device with word SPEICK, 839,006-07, by Feinseifenwerke Walter Rau & Co., Stuttgart-Moehringen, Germany,

For all goods (5)

MEDIKIN, B839,756, by Crookes Laboratories, Ltd., London, N.W.10. DIUGARON, 842,359, PRENOCLIN, 842,361, by C. H. Boehringer Sohn, Ingelheim on Rhine, Germany. KILLEENA 40, B844,275, by Rowa, Ltd., Bantry, co. Cork, Eire. IDUDINE, 845,634, by Evans Medical, Ltd., Liverpool, 24.

For dietetic foods for infants (5)

GALATIINA, 840,448, by Galactina & Biomalt, S.A., Belp, Switzerland.

For pharmaceutical preparations and substances for human use in slimming (5)

SLIMANE, 842,106, by Petnote, Ltd., London, W.1.

For pharmaceutical preparations for the prevention of urinary calculi and to promote spontaneous solution and passage of urinary concrement (5)

URALYTH, 842,315, by Dr. Madaus & Co., Koln-Merheim, Western Germany.

For pharmaceutical preparations (5)

SOBIACRIN, 842,854, by Laboratoires Sobio, Paris 4, France.

For pharmaceutical and veterinary preparations, all containing lysine (5)

CICLOLYSINE, 843,340, by Carlo Erba S.p.A., Milan, Italy.

For vitamins; vitamin preparations being nutritional additives for animal and poultry feeding stuffs (5)

NOPCAY, 845,104, by Nopco Chemical Co., Newark, New Jersey, U.S.A.

For enzyme preparations for addition to animal and poultry feeding stuffs (5)

NOPGRO, 845,111, by Nopco Chemical Co., Newark, New Jersey, U.S.A.

For pharmaceutical preparations and substances, all for veterinary use (5)

ISSUVAX, 845,315, by Stevenson, Turner & Boyce, Ltd., Guelph, Ontario, Canada, and Reading, Berks.

For medicinal and pharmaceutical preparations and substances (5)

TRAVULES, 847,118, by E. C. de Witt & Co., Ltd., Croydon, Surrey.

For medicines for human use in the treatment of dyspepsia, hyperacidity, peptic ulcer and similar disorders (5)

NEUTROLACTIS, 847,481, by Sandoz Products, Ltd., Horsforth, Leeds, Yorks.

For pharmaceutical, veterinary and sanitary preparations and substances (5)

PECOFENIL, 847,495, by Syma, S.A., Nyon, Switzerland.

For photographic, cinematographic and optical apparatus and instruments (9)

ARROWFOTO, 781,231, ARROWGARD, 781,233, by Arrowtabs, Ltd., London, N.W.4.

For photographic, cinematographic and optical apparatus, but not including electrical switches or electric plugs and sockets, or any goods of the same description (9)

ARROW, 786,569, by Arrowtabs, Ltd., London, N.W.4.

For photographic cameras having lenses of variable focal length, and parts (9)

ZOOMICA, 837,648, by B. Bennett & Sons, Ltd., London, W.1.

For cinematographic apparatus (9)

QUARZ, 845,998, by Fasid Enterprises, Ltd., London, W.C.2.

For feeding bottles; air cushions and air pillows, all being for medical and surgical purposes (10)

RANELA, 840,988, by Lewis's, Ltd., Liverpool, 1.

For blankets and mattress overlays, all being electrically heated (10)

DEBUTANIE, 846,754, by Gordon B. Moore (Electrical), Ltd., Nottingham.

For all goods (10)

FALCON, 846,958, by Gillette Industries, Ltd., Isleworth, Middlesex.

For brushes, combs, glassware, porcelain and earthenware; holders for tooth-brushes; sponges, etc. (21)

PINKY AND PERKY, B842,712, by Pinky and Perky Enterprises, Ltd., London, W.1.

For pharmaceutical preparations in the form of effervescent granules, for use in the treatment of rheumatism and allied complaints (5)

GRANUDEX, 840,309, by Granto Laboratories, Ltd., London, W.C.2.

From the "Trade Marks Journal," July 3

For chemical products for use in agriculture, horticulture and forestry; manures (natural and artificial) (1)

MAYGON, 845,997, by Shell International Petroleum Co., Ltd., London, S.E.1.

For preparations for use in the permanent waving of hair; and shampoos (3)

BUSY BEAUTY, B828,371, by Realistic Co., Cincinnati, Ohio, U.S.A.

For powders and creams, all being non-medicated toilet preparations for babies; soaps, brilliantine, hair lotions, toilet waters, toilet shampoos, shaving creams, bath salts (not medicated) for toilet purposes, non-medicated toilet lotions for the hands, and perfumes (3)

BRISTOW'S COOLCHARM, 836,461, by County Laboratories, Ltd., Brentford, Middlesex.

PATENTS

COMPLETE SPECIFICATIONS ACCEPTED

From the "Official Journal (Patents)," June 26

Pharmaceutical preparations containing cyclopropane carboxylic acid and the salts thereof, Wellcome Foundation, Ltd. 933,605.

Hydrated magnesium aluminate, Keystone Chemurgie Corporation, 933,405.

Pharmaceutical iron preparations, Hassle Apotekare P. Nordstroms Fabriker, A.B. 933,108.

Skin barrier compositions, Deputy Minister of Rumania, Ministerul Industriei Petrolului si Chimia, 933,668.

Pharmaceutical tablets comprising calcium pantothenate-calcium chloride complex, Nopco Chemical Co. 933,669.

Theophylline compounds, Sandoz, Ltd. 933,152.

Theophylline derivatives, Sandoz, Ltd. 933,153.

N-methanesulphonates and N-methanesulphonic acid derivatives of kanamycin and neomycin and processes for the production thereof, S. Umezawa, 933,702.

Process of preparing esters of acetyl-tartaric and citric acids, Witco Chemical Co., Inc. 933,550.

Dextromethorphan N - cyclohexylsulphanamate, Milcs Laboratories, Inc. 933,141.

Manufacture of acetylamino phenols, Abbott Laboratories, 933,174.

Guanidine derivatives, Farbenfabriken Bayer, A.G. 933,686.

Steroid derivatives and methods for their production, Organon Laboratories, Ltd. 933,151.

Steroid compounds, Merck & Co., Inc. 933,105.

Production of steroid compounds and the compounds thus produced, Roussel-Uclaf, 933,276.

Steroid compounds and processes for their preparation, Roussel-Uclaf, 933,277, 933,280.

Steroids, Roussel-Uclaf, 933,278.

Steroid compounds and their formation, Roussel-Uclaf, 933,279.

Steroidal lactones, Smith Kline & French Laboratories, 933,154.

Steroids, Smith Kline & French Laboratories, 933,155-57.

Moss-control compositions, Fisons Fertilisers, Ltd. 933,460.

Ichthyocidal composition, Farbwerke Hoechst, A.G. 933,238.

Aerial disinfectant compositions, Boots Pure Drug Co., Ltd. 933,684.

Production of haloalkyltin halides, Badische Anilin & Soda-Fabrik, A.G. 933,365.

Nematocidal compositions, Farbenfabriken Bayer, A.G. 933,690.

Sterilisable package including a surgical drape, Protective Treatments, Inc. 933,231.

Catheters, William Warne & Co., Ltd. 933,375.

Medical ozone generation apparatus, M. Ogawa, 933,219.

Methods and apparatus for forming filter rods, Eastman Kodak Co. 933,227.

Photographic objective, C. Zeiss, 933,437.

Automatic exposure control for camera, General Electric Co. 933,425.

Photographic roll-film camera with a film metering device, Agfa, A.G. 933,604.

Twin lens reflex camera with pivoted blade shutter, Agfa, A.G. 933,568.

Protective coatings, in particular for photographic films, Agfa, A.G. 933,391.

Dyes and their use in photography, Kodak, Ltd. 933,466.

Photo-printing devices, Lumoprint Zindler, K.G. 933,351.

Drying machines for photographic prints, H. Gerster, 933,487.

Photographic silver halide emulsions and photographic elements containing them, E. I. Du Pont de Nemours & Co. 933,494.

Method for hardening proteins, Gevaert Photo-Producten, N.V. 933,192.

Photographic processing dishes, D. M. Paterson, 933,388.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from August 8.

From the "Official Journal (Patents)," July 3

Metazoan endoparasite vaccines, Wellcome Foundation, Ltd. 933,711.

Hydroxy benzoic acid ethers, Karl Thomae, G.m.b.H. 933,980.

Pharmaceutical preparation comprising phosphorus containing cation exchange resins having basic drug adsorbed thereon, Wallace & Tiernan, Inc. 934,285.

Sustained release medicaments, McNeil Laboratories, Inc. 934,089.

Production of 5'-nucleotides 5'-nucleosides, Takeda Pharmaceutical Industries, Ltd. 933,826.

Thiocolchicine compounds, Sandoz, Ltd. 934,193.

Phthalimide derivatives, May & Baker, Ltd. 933,968.

Process for the production of α -ethyltryptamine, Imperial Chemical Industries, Ltd. 933,786.

Process for the preparation of heterocyclic compounds, CIBA, Ltd. 934,292.

Process for producing L-glutamic acid from racemic glutamic acid, Kyowa Hakko Kogyo Co., Ltd. 933,802.

Chloromethylphosphinic acid, salts thereof, and method of preparation, Stauffer Chemical Co. 934,090.

Acythio halo octanoic acid derivatives, Fujisawa Pharmaceutical Co., Ltd. 933,809.

Carbanic acid esters, CIBA, Ltd. 934,207.

British patent specifications relating to the above will be obtainable (price 4s. 6d. each) from the Patent Office, 23 Southampton Buildings, Chancery Lane, London, W.C.2, from August 14.

CONTEMPORARY THEMES

Subjects of contributions in current medical and technical periodicals.

PYRETHRUM production in Tanganyika, *Industr. Chem.*, June.

THE INDIAN CHEMICAL INDUSTRY, *Industr. Chem.*, June.

COMMERCIAL AMMONIUM CARBONATE, Phase composition of, *Science*, June 14.

GROWTH-REGULATING CHEMICALS persist in plants: qualitative bioassay, *Science*, June 14.

PUROMYCIN, Reversal of thyroxine-induced hypermetabolism by, *Science*, June 14.

ILRATOGENESIS: A molecular approach to, effect of vitamin A on influenza virus, *in ovo*, *Nature*, July 6.

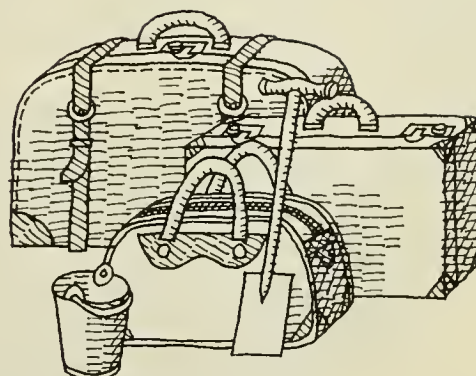
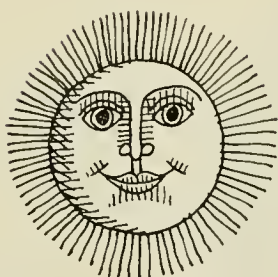
SYNTHESIS OF NUCLEIC ACIDS, A possible mechanism of, *Nature*, July 6.

URINE-CONCENTRATING MECHANISM IN MAN, *Nature*, July 6.

FASCIOLA HEPATICA in sheep. Critical testing of substances against, *Nature*, July 6.

MODERN COUGH MIXTURES, *Drug cosmet. Ind.*, June.

PHARMACY, Can the independent pharmacy survive? *Drug cosmet. Ind.*, June.



Just in time for summer holidays

New large tube of Steradent tablets!

REGD.



NEW LARGER SIZE 26 tablets 2/10 retail



REGULAR SIZE 17 tablets 2/- retail

The demand for Steradent tablets is steadily growing. Your customers like the convenience of the handy measured tablet; the neat, easy-to-pack tube.

And now, in time for extra-heavy summer demand, comes Steradent in the new larger size—26 tablets for only 2/10, a size that is bound to be popular with all your regular Steradent customers.

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60-second and 30-second television commercials appearing regularly on all stations, plus large-space advertising in the huge-circulation *Radio Times*, add up to the biggest-ever year for Steradent. Sales are growing all the time.

Reckitt & Sons Limited, Hull, Yorkshire

Keep on
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'NIAGARA'
Blackcurrant Drink

because it
SELLS on
ever-growing
popularity



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ensured by the use of the finest black-
currants, rich in vitamin C, and pure
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Eagle Wharf Road, London N1



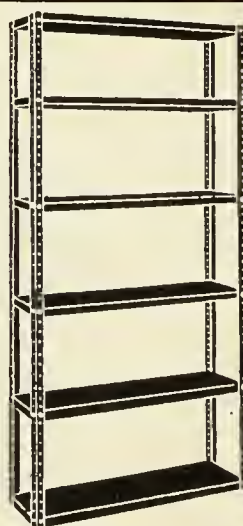
AP 143

TANNIC ACID

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BRAND NEW STEEL SHELVING HEAVY GAUGE

Free delivery, N. Scotland, Ire-
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71" high x 34"
wide, 12" deep
with 6 shelves
as illustrated.
C.W.O. or C.O.D.

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Each shelf will hold over 3 cwt.
Shelves adjustable every 2". Stove
enamelled dark green. White
enamel units 50% extra.

Height	Width	Depth	No. of Shelves	Price	Price each 3 or more	Extra Shelves
71"	34"	9"	6	58/-	56/-	7/-
71"	34"	12"	6	60/-	58/-	8/-
71"	34"	15"	6	69/-	67/-	9/6
71"	33 1/2"	18"	6	81/-	79/-	11/6
85"	34 1/2"	12"	6	68/-	66/-	8/-
85"	42"	12"	6	86/-	84/-	11/-

HANDY DRAWER UNIT

BRAND NEW

42" high, 13" wide, 12"
deep. 20 DRAWERS: 5"
wide 3" high, 11 1/2" long.
Stove enamelled dark
green. Direct from
manufacturers. Write
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Contractors to H.M. Government and United
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EXPORTERS OF STEEL SHELVING



Regular sales assured
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Shadeine
—the permanent
safe HOME tint
for GREY hair

Still the best home tint for grey hair. All natural
shades. Safe and harmless. Trade Prices—1 oz. 41/8
per dozen. 2 oz. 50/6 per dozen. P. Tax 25%.
Retail 5/6 and 6/10 per bottle respectively.

ALSO GOLDEN SHADEINE

For brightening mousey hair. Trade Price—2 oz. size
41/8 per dozen. P. Tax 25%. Retail 5/6 per bottle.

THE SHADEINE COMPANY LTD.

49 CHURCHFIELD RD., ACTON, LONDON, W.3

Over SIXTY YEARS' Reputation

Shadeine



FWS



EMOFORM

Medicated Toothpaste for hypersensitive teeth, and sore and bleeding gums

A surprisingly high proportion of dental patients suffer from hypersensitive teeth, which are mostly due to erosion and recession at the gum margins.

EMOFORM is an effective treatment for hypersensitive teeth, and sore and bleeding gums. It is also a good tooth cleanser.

EMOFORM has achieved a very great success in its first year in Great Britain and thousands of dental surgeons are recommending it to their patients.

EMOFORM IS AVAILABLE ONLY FROM CHEMISTS

EMOFORM retails at 3/11d. per tube and the trade price is 26/8d. plus 6/8d. P.T. per dozen tubes. Virtually all major wholesalers maintain stocks: order now to meet the *rapidly increasing demand*.



Incorporating

WILLOWS FRANCIS LTD Pharmaceutical Manufacturers since 1751
ASHLEY ROAD, EPSOM, SURREY & LONDON

PHARMACEUTICAL MANUFACTURING COMPANY
The Local Anaesthetic Specialists





"Service
with a
PLUS"

**- the leading house
for ETHICALS
in the
North-East**

ROUND THE CLOCK TELEPHONE ORDER SYSTEM
Telephone
NEWCASTLE-ON-TYNE
29751 (DAY)
28367 (NIGHT)
BACKED BY DAILY VAN DELIVERIES TO ALL PARTS



MAWSON & PROCTOR PHARMACEUTICALS LIMITED

Low Friar Lane, Newcastle-on-Tyne 1



DIABETICS

EVERYONE ON
SUGAR-FREE
DIETS

ALL
SLIMMERS

EVERYONE
INTERESTED IN
WEIGHT CONTROL

One drink attracts all these customers

Trim is the only drink of its kind in Britain. It gives all the enjoyment and refreshing lift of an ordinary soft drink, but is guaranteed sugar-free and contains only 2.8 calories per fluid oz—less than a third of the amount in sugar-sweetened soft drinks. Trim offers a unique opportunity to attract all customers on sugar-free diets, plus many, many more who are calorie-conscious—eager shoppers for an economical and refreshing slimming aid. Ask your wholesaler for full details and terms, or write direct to Strathmore Springs Ltd., Forfar and Manchester.

Suggested retail selling price 1/9d, 3d returnable on bottle.

APPROVED BY THE BRITISH DIABETIC ASSOCIATION

SUGAR-FREE
TRIM

NUCTA EGG AND LEMON SHAMPOO

IN THE EVER POPULAR

1/- TUB

SUFFICIENT FOR TWO OR THREE SHAMPOOS

6/8 per dozen (plus tax)

ALSO AVAILABLE IN THE
FAMILIAR JARS TO SELL
AT **2/8** AND IN THE **3/11**
FAMILY SIZE TUBE.

From your wholesaler or direct



STEWART, GOODALL & DUNLOP LTD. 121a PRINCES STREET, EDINBURGH



Specialists

in High-Class

Label Reproduction

for Chemists

SUTTLEY & SILVERLOCK

ANDOVER, HANTS
TEL. 2234

GOING GREAT



GUNS...

The Trafalgar campaign lasted just 4½ hours. The Victory V action lasts *all year round*. The big guns of advertising have set the ball rolling. The fickle English climate will do the rest. So carry on the good work, stockists. England Expects Victory V *every* month of the year.

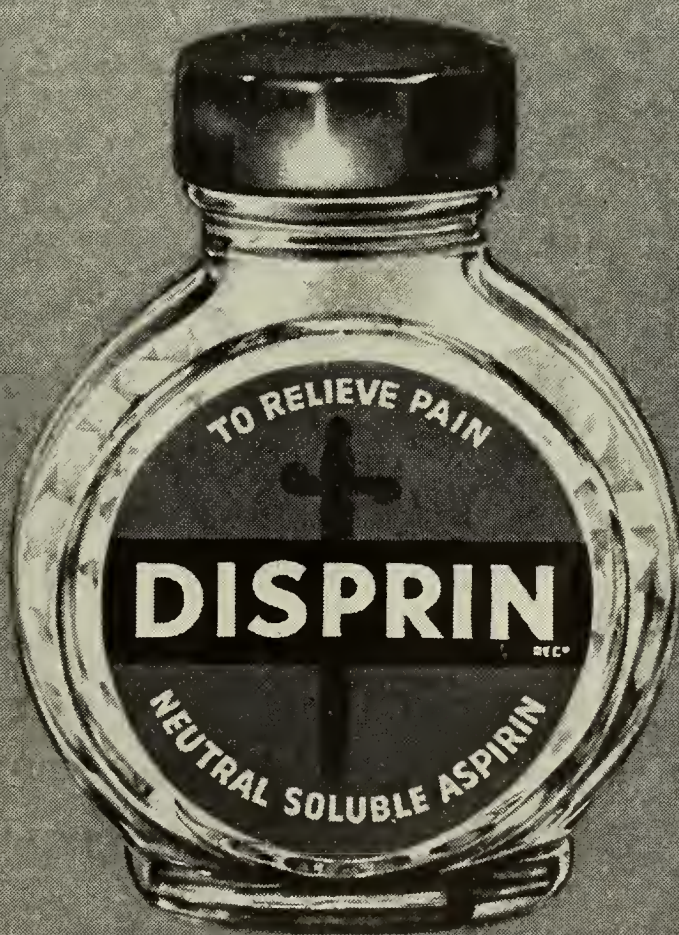
Victory V

FRYER & CO·VICTORY FACTORIES·NELSON·LANCS.

MORE AND MORE DOCTORS
ARE RECOMMENDING SOLUBLE ASPIRIN...



SO YOU CAN EXPECT
A LARGER
DEMAND
FOR



To-day, the advantages of soluble aspirin are becoming more and more appreciated as the form of aspirin less likely to leave acid particles in the stomach.

In the soluble aspirin field, the brand your customers know is Disprin—the original soluble aspirin.

Disprin is an excellent, long-established product, and it is very well advertised through national TV and press.

So keep a good stock of Disprin—you can recommend and sell it with confidence.

RETAIL PRICES:-

Bottles of 26 tablets, 2/1; 50 tablets 3/5. Foil packs of 8 tablets, 9d.; 28 tablets, 2/1, 100 tablets, 5/6. Disprin Junior (for children): Foil packs of 16 tablets, 9d., 48 tablets, 1/10 (each tablet providing an exactly measured dose).

Are you stocking
**THE BEST Auto
Slide Viewer?**



BEST BECAUSE it takes card, glass or plastic mounted slides **OR a mixture of all three!**

BEST BECAUSE loading is simpler than with any other viewer.

BEST BECAUSE only a finger-tip sliding action is needed to illuminate the screen **and** change the slide simultaneously.

BEST BECAUSE after viewing, the slides automatically return to the top of the pile.

BEST BECAUSE when the sequence is completed they are immediately ready for removal—or repetition.

BEST BECAUSE single slide showing is possible through a side aperture.

*Yes—the Auto A does cost that little bit more. But then you want to stock **the best**, don't you?*

**PRICE
3 GNS**

**AUTO A
SLIDE VIEWER**

Supplies are now available from the Pullin Optical Company Limited or your usual wholesaler.

The Pullin Optical Co. Ltd.

Ellis House, Aintree Road, Perivale, Greenford, Middlesex

ILODERM

a unique self-sterile Ointment that compares with no other in the treatment of:—

BURNS •
BEDSORES •
IMPETIGO •
NAPKIN RASH •
DERMATITIS •
CRACKED NIPPLES •

ask your usual wholesale House for supplies

ILON LABORATORIES

LORNE STREET, HAMILTON, LANARKSHIRE

THE HALLMARK OF PURITY
For further particulars apply to :—
TRADE AGENT FOR MYSORE
199 Piccadilly, London, W.1
Tel : REG. 5257.
*Grams : MYSOF, Lesquare, London

Enormous success of Color-Match!

trade mark

**17 million women
will see Color-Match
advertising this year**

Are you getting your share of profit from this brilliant new market? Color-Match has rapidly established itself as the most successful hair colouring product of its kind. Here's why:

- * Color-Match colours grey hairs to match the rest of the hair—without changing its natural basic colour.
- * Color-Match is absolutely harmless. It needs no skin test. It is a liquid used like a shampoo. It is semi-permanent, lasts through 6-8 shampoos and leaves the hair in beautiful condition.

THE NEW MARKET

In this new market, not only are the over-30's taking to Color-Match, but the under-30's are using it to revive the basic colour of their hair! Put all six lovely shades of Color-Match on display—every customer of yours who has brown hair is a potential customer for Color-Match!



**The six
Color-Match
shades**

DARK BROWN · DARK WARM BROWN
MID-BROWN · MID-WARM BROWN
LIGHT BROWN · LIGHT GOLDEN BROWN

Retail price 4/11 per bottle

Trade price 33/8 per dozen

Purchase tax 8/5 per dozen

Manufactured and Distributed by:

GOLDEN LIMITED Berkeley Square House, Berkeley Square, London W.1. Mayfair 8240

Republic of Ireland enquiries to: Lilmar Pharmaceuticals Limited, Santry, Dublin.

A creation of

L'OREAL
PARIS

The
CHEMIST AND DRUGGIST
CLASSIFIED ADVERTISEMENTS

TELEPHONE: CENTRAL 6565

Address Box Number Replies to: **THE CHEMIST AND DRUGGIST, 28 ESSEX ST., STRAND, LONDON, W.C.2**

APPOINTMENTS — 24/- per 1/2" s.c. minimum and pro rata. AGENTS — AUCTION SALES — BUSINESSES FOR SALE and WANTED — CLEARANCES and WANTS — CONTRACTS — MISCELLANEOUS — PATENTS — PARTNERSHIPS — PREMISES — PUBLIC and LEGAL NOTICES — SITUATIONS VACANT. Run-on — 4/- per line (minimum 20/-). Semi-display — 24/- per 1/2" s.c. minimum. Displayed with border rule, larger type faces and blocks — 60/- per s.c.i minimum. Reduced rates for one-third, one-half and full pages on application. SITUATIONS WANTED — 6/- per 18 words minimum, then 4d. per word. Use of Box No. — 2/-. Advertisements received by 4 p.m. Tuesday published same week.

PREMISES

PARK STREET, nr. St. Albans, New Parade. Shop & flat to let on lease in How Wood. New site in developing area. Rental from £600. Business of Chemist and Druggist required. Apply to C. F. Day, Ltd., 705 High Road, N.12. C 5336

BUSINESSES WANTED

BUSINESS WANTED, East Anglia, small cosmetic and/or patent medicine manufacturing concern. All replies dealt with in the strictest confidence. Box C 5358.

WELL-KNOWN company with toiletry and allied interests wishes to acquire a company manufacturing brushes for consumer and/or household use. Sales organisation and established outlets essential. Minimum turnover £100,000. All enquiries dealt with in confidence. Write Box C 8278.

APPOINTMENTS

BETHNAL GREEN HOSPITAL, CAMBRIDGE HEATH ROAD, LONDON, E.2

Locum Pharmacist
required immediately. Salary £19 19s. per week. Apply to the Hospital Secretary. C 8379

BIRMINGHAM & MIDLAND EYE HOSPITAL, CHURCH STREET, BIRMINGHAM, 3

Chief Pharmacist, Category III
required at the above Hospital. Fully staffed, well equipped department. Salary £1,020 to £1,355 per annum, plus higher qualification allowance. Applications in writing with names of two referees to the Hospital Secretary. C 8390

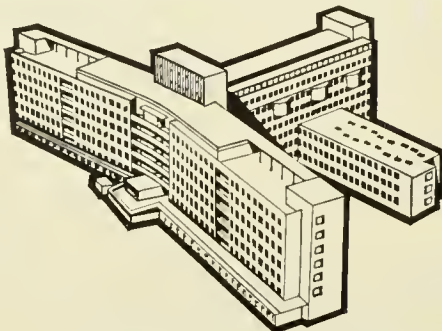
FOREST GROUP HOSPITAL MANAGEMENT COMMITTEE

Senior Pharmacist
Applications are invited for the above post at Whipps Cross Hospital, London, E.11, (Category V Hospital.) Whitley Council salary and conditions of service. Applications to the Group Pharmacist, Whipps Cross Hospital, to be returned as soon as possible. C 8393

FOREST GROUP HOSPITAL MANAGEMENT COMMITTEE

Dispensing Assistant
Applications are invited for the above post at Whipps Cross Hospital, London, E.11, (Category V Hospital.) Whitley Council salary and conditions of service. Application forms from the Group Pharmacist, Whipps Cross Hospital, to be returned as soon as possible. C 8395

APPOINTMENTS



NEW WELWYN AND HATFIELD HOSPITAL

SENIOR PHARMACIST

is required at this new district general hospital of 315 beds which has recently opened. The Pharmaceutical department is modern and well-equipped, providing excellent working facilities. The person appointed will be expected to act as deputy to the Chief Pharmacist with responsibility for the internal organisation of the department. Salary scale £810 to £1,060 per annum and Whitley Council conditions of service. It may be possible to assist the successful applicant with accommodation in certain circumstances.

Applications with the names of two referees to the Hospital Secretary, "Kennelwood," Kennelwood Lane, Hatfield, Herts, as soon as possible.

C 640

CENTRAL GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist
for holiday relief duty in the hospitals of the Group, July 15th to 28th Sept. inclusive. Salary 19 gns. p.w. Apply to Chief Pharmacist, Bethnal Green Hospital, Cambridge Heath Road, London, E.2. C 634

EDINBURGH ROYAL VICTORIA AND ASSOCIATED HOSPITALS' BOARD OF MANAGEMENT, EDINBURGH CITY HOSPITAL

Group Chief Pharmacist
An interesting post of Group Chief Pharmacist at the above hospital is now vacant and applications are invited from suitably qualified persons. The Central Pharmacy is situated at the City Hospital and serves three outside hospitals. There is a considerable development plan for the hospital in the immediate future including a new pharmacy and stores. Salary on scale £940—£1,260 per annum. Whitley Council conditions of service. Applications giving full details of age, qualifications and experience and names of two referees to Group Secretary, Board's Office, City Hospital, Greenbank Drive, Edinburgh, 10, by July 20, 1963. C 8399

LEWISHAM HOSPITAL, HIGH STREET, S.E.13

Locum Pharmacist
required, £19 19s. a week. Apply Group Secretary. C 637

FOREST GROUP HOSPITAL MANAGEMENT COMMITTEE Pharmacist

Applications are invited for the above post at Whipps Cross Hospital, London, E.11, (Category V Hospital.) Whitley Council salary and conditions of service. Application forms from the Group Pharmacist, Whipps Cross Hospital, to be returned as soon as possible. C 8394

FOREST GROUP HOSPITAL MANAGEMENT COMMITTEE

Locum Pharmacist
required at Whipps Cross and Langthorne Hospitals (Category V and I respectively) for approximately two months in the first instance, commencing immediately. Part of the period will be as Pharmacist-in-Charge at the appropriate enhanced Whitley Council rate. Please apply to the Group Pharmacist, Whipps Cross Hospital, London, E.11. C 8396

LONDON JEWISH HOSPITAL, STEPNEY GREEN, E.1 Pharmacist

required at the above hospital from August 27. Modern department offering good general experience. Every third Saturday morning off. Whitley Council salary scale. Applications in writing, giving details of age, qualifications and experience, together with the names of two referees, to the Chief Pharmacist, (STE, 4251.) C 8397

MARKETING DIRECTOR

salary around £5,000 p.a.
plus car and other benefits

A Marketing Director is required by a well known company manufacturing medical preparations.

He will be based in the South of England. Applicants should be under 48 years of age, have reached a senior position in their present company, and have had a successful career in the marketing field.

A degree in medicine or chemistry is not essential but a considerable knowledge of these subjects is desirable.

Applications which should be typed, should contain detailed information of career to date and include a recent photograph. They should be addressed to the Managing Director, Box C 5381, THE CHEMIST AND DRUGGIST, 28 Essex Street, London, W.C.2, and must be received not later than July 31st, 1963. All applications will be treated in strict confidence.

Appointments—Continued**HAMMERSMITH HOSPITAL
AND POST-GRADUATE
MEDICAL SCHOOL,
DU CANE ROAD,
LONDON, W.12**

Pharmacist
required at above General Post-graduate Teaching Hospital (Category V). Post offers varied work and excellent experience. Pleasant working conditions. Previous experience not essential. Whitley salary scale £725—£970 per annum, plus London Allowance. Commencing salary within this scale according to experience. Applications stating age, qualifications and experience, and naming two referees, to Chief Pharmacist by July 27. C 8403

**LEWISHAM HOSPITAL,
HIGH STREET, S.E.13**

Senior Pharmacist
required. Applications stating age, qualifications and experience, and names of two referees to Chief Pharmacist. C 636

**LONDON JEWISH HOSPITAL,
STEPNEY GREEN, E.1**

Locum Pharmacist
required at the above hospital from August 27. Modern department. Every third Saturday morning off. Salary £19 19s. per week. Applications to the Chief Pharmacist. (STE, 4251.) C 8398

**ROYAL EYE HOSPITAL,
UPPER BRIGHTON ROAD,
SURBITON, SURREY**

Locum Chief Pharmacist (I)
required at the above hospital from 12th-24th August, 1963, incl., £21 10s. 6d. per week. Apply to Hospital Secretary. C 8388

**ST. LEONARD'S HOSPITAL,
NUTTALL STREET,
LONDON, N.1**

Locum Pharmacist
required from 22nd July onwards. Applications to the Chief Pharmacist. C 8382

**SHRODELLS HOSPITAL,
WATFORD**

Dispensing Assistant
required with certificate of the Society of Apothecaries. Whitley Council salary and conditions of service. Applications in writing to the Hospital Secretary. C 5346

**ST. PHILIP'S HOSPITAL,
SHEFFIELD STREET,
LONDON, W.C.2**

Locum Pharmacist
13th—30th August, 20 hours per week. Apply, Assistant Secretary, St. Philip's Hospital, Sheffield Street, London, W.C.2. CHA, 9831. C 5316

**SOUTHEND-ON-SEA
HOSPITAL
MANAGEMENT COMMITTEE**

Post-graduate Student
required in the pharmacies of the hospitals in Southend-on-Sea group. Salary £485 per annum. The hospitals are situated in pleasant surroundings and the post offers excellent opportunities for experience in all branches of pharmaceutical work, including dispensing for in-patients and for patients from a busy consultative out-patients department, manufacturing, sterilising, dressings and instruments. Applications, stating age, particulars of education, etc., with the names of two referees should be sent to the Secretary, General Hospital, Southend-on-Sea, as soon as possible. C 8406

SITUATIONS VACANT**WHOLESALE (OVERSEAS)****PHARMACEUTICAL MANUFACTURERS
IN PORTUGAL**

require PORTUGUESE NATIONAL graduate—preferably in pharmacy—with experience in pharmaceutical production or pharmaceutical development to train as

PRODUCTION MANAGER

of their large plant in Lisbon. Write with full details to:

**Managing Director, Wyeth International,
Remax House, Alfred Place,
London, W.C.1**

C 8402

Sales Manager for Pakistan

Merck Sharp & Dohme of Pakistan Limited, a pharmaceutical and chemical company located in Karachi, invite applications for the position of Sales Manager. Candidates should have had sales management experience in ethical pharmaceuticals. Experience in selling fine chemicals will be an advantage. Previous experience in Pakistan or India useful, but not a requirement. The appointment offers wide scope and responsibilities with a growing sales force, and opportunities for travel. The successful candidate (who will be of British or Commonwealth origin, aged 30-40, preferably married) will report directly to the local British Managing Director. Salary by negotiation and commensurate with responsibilities. Interviews will be in London.

Applications, which should include a recent photograph, to be addressed to: The Managing Director,



MERCK SHARP & DOHME LIMITED · HODDESDON · HERTS

C 8363

Appointments—Continued**ST. LEONARD'S HOSPITAL,
NUTTALL STREET,
LONDON, N.1**

Dispensing Assistant
required at the above hospital. Salary scale rises to £580 p.a. plus London Weighting. Extra pay for appropriate qualifications. Good working conditions, 39-hour week. Applications to Hospital Secretary. C 8381

THE ROYAL FREE HOSPITAL

Pharmacist
Applications are invited for the post of Pharmacist at the above hospital. Salary in accordance with the Whitley Council Scale with extra pay for evening clinics. Applications, with names of two referees, should be addressed to the Group Chief Pharmacist, Royal Free Hospital, Gray's Inn Road, W.C.1. C 8385

**ST. LEONARD'S HOSPITAL,
NUTTALL STREET,
LONDON, N.1**

Pharmacist
Applications are invited for the post of Pharmacist at the above hospital. Salary scale rises to £970 per annum, plus London Weighting. Pharmacists with previous experience outside the Hospital Service may enter the scale at a point not exceeding £855 plus London Weighting. Applications to the Hospital Secretary. C 8380

**WHITTINGHAM HOSPITAL
MANAGEMENT COMMITTEE**

Senior Pharmacist
required (whole-time) at Whittingham Hospital, near Preston, Lancashire. Commencing salary according to experience on the scale £810 to £1,060 p.a., plus £25 p.a. for certain qualifications. Modern pharmacy, good working conditions. Applications immediately to the Secretary. C 5377

EDUCATIONAL**LONDON COLLEGE OF
PHARMACY AND CHEMISTRY
FOR WOMEN**

7 Westbourne Park Road, W.2

Established 1892

The only College in S.E. England teaching exclusively for the Assistant-in-Dispensing Examination of the Society of Apothecaries. Enrolling now for six months' full-time course for Student Dispensers under 1956 Regulations. 82 per cent. Examination successes in 1960. C 404

(OVERSEAS)**HAILE SELASSIE I UNIVERSITY,
Addis Ababa,
Ethiopia**

Faculty of Medicine requires three members of staff for the School of Pharmacy:—

1. Pharmacologist.
2. Pharmaceutical Chemist.
3. Pharmacognosist.

Research is encouraged. There are especial opportunities in respect of natural products.

Salary £1,800 to £2,471, with extra for medical qualification, free of income tax, plus housing allowance. Travel expenses for appointee and dependents.

Interviews in London in July. Contact:

**Academic Secretary, Faculty of Medicine,
c/o The Princess Tsbai Memorial
Hospital Association,
213 Piccadilly, London, W.1.**

C 5376

SITUATIONS VACANT

RETAIL (HOME)

CHEMIST COUNTER ASSISTANTS. Ladies required for London, E.C.1 and N.1. Highest salary paid in exchange for experience and loyalty. Apply in writing: Managing Director, Kendale Chemists, 51 Exmouth Market, E.C.1. C 5342

DISPENSING ASSISTANT, male or female, working under superintendent chemist, required for shop in urban area. Permanent situation; good conditions; superannuation scheme. Applications, stating age, experience, present position and salary required, to Secretary, Langley Mill & Alderac Co-operative Chemists Ltd., Cromford Road, Langley Mill, Nottingham. C 5372

MANAGER required for small company pharmacy. Newly qualified pharmacists will be considered, as previous managerial experience is not essential. Apply Pynegar Ltd., 74 Leicester Road, Loughborough, Leics. C 5386

PHARMACIST INVITED to join new company to operate retail shop near Sutton Coldfield, Warwickshire. Attractive proposition for recently qualified, male or female. Box C 5378.

PHARMACY BRANCH MANAGER. A branch manager is required for the pharmacy section of modern store. Total emoluments £1,300 per annum, superannuated position, which would suit newly qualified personnel. Applications in writing giving details of age, experience, etc., to the Personnel Manager, Co-operative, 110 Fratton Road, Portsmouth. C 5356

WHOLESALE

CYCLAX OF LONDON invite applications for the position of buyer at their Harlow factory. Male, age 25-40. Write giving details of experience and salary required to 65 South Molton Street, London, W.1. C 8391

MACARTHYS
LTD.

Pharmacist, aged 25-35 years, required for position as assistant Managing Pharmacist at our wholesale depot at Alperton, Wembley. Experience in Retail and/or Hospital practice essential and must be interested in business methods and organisation. This post is progressive and could lead to promotion to Managing Pharmacist. Salary according to age and experience. Three weeks holiday per annum and staff pension scheme in operation. Comfortable and modern working conditions in newly designed premises. Holiday arrangements honoured—starting date by arrangement but not later than 1st September. Apply in writing in first instance, giving full details of career to date, etc., to:—

Personnel Manager,
MACARTHYS LTD.,
Macrom House, Seymer Road,
Romford, Essex.

C 5388

COMPANY marketing laboratory chemicals requires man to take control of sales. Previous experience desirable, Slough area. Apply Box 5373.

MANAGER for Wholesale Chemists' Distributors, South London area. Preferred age 30-35 years and resident in area. Similar experience in wholesale trade necessary. Reply in confidence, with full details of previous experience and salary required to: The Managing Director, Box C 5321.

WHOLESALE

M&B

MAY & BAKER LTD. have a vacancy for a medical representative for the Northern counties of the Irish Republic. Applications are invited from Pharmacists who would be interested and keen to promote M. & B. Products to the medical and allied professions.

Remuneration consists of salary, bonus and expense allowance. A company car is provided. A Life Assurance scheme and contributory Staff Pension Fund is in operation.

Apply initially in writing to the Personnel Officer, May & Baker Ltd., Dagenham, quoting reference No. CD/77/63.

C 8400

MEDICAL REPRESENTATIVE required for Kent, Surrey, and East Sussex. Preference will be given to gentleman with at least 3 years' medical detailing. Age is no bar, and the age group preferred is 35/55. Exceptionally good early prospects. Car will be provided. Write giving full details to Box C 5353.

SALES MANAGER
REQUIRED

with successful sales record and proved administrative ability for London Office of old-established manufacturers of Chiropody supplies. Car provided. Pension Scheme. Apply in writing to:—

Managing Director,
HINDERS LIMITED
(Member of the Smith & Nephew
Group of Companies),
174-192 Estcourt Road,
London, S.W.6

C 5367

WRIGHT LAYMAN & UMNEY LTD. require an experienced assistant analyst, lady or gentleman. Some knowledge of physical test methods and ability to control staff are advantages. Apply, Chief Chemist, 46 Southwark Street, S.E.1. C 5365

WORKS CHEMIST

Vacancy in medium-sized pharmaceutical and toiletry factory at Southall for man suitably qualified in chemistry or pharmacy to take responsibility under Factory Manager for batch production and quality control allied thereto in Works Laboratory. He will, if suitable, eventually be appointed Deputy to Factory Manager. Salary sufficient to attract right man with Bonus and Contributory Pension schemes after probationary period. Apply stating salary required to:—

Production Director,
Scott & Bowne, Ltd.,
50 Upper Brook Street, W.1

C 5391

AGENTS

AGENTS calling upon chemists and departmental stores in Yorkshire, Lancashire, Nottinghamshire, Leicestershire, Derbyshire and Warwickshire, are invited to write for details of fast-selling, regularly repeating toilet specialities. Good commission and every support given. Write in confidence giving details of lines at present carried and area covered to Sales Manager, Lautrec Ltd., 104B, Old Christchurch Road, Bournemouth. C 5387

AGENTS WANTED for sales to wholesale chemists of a new make of competitively priced proprietary napkin liners. All districts available except west of England and north-east coast. Box C 5392.

ARE YOU LOOKING FOR an exceptional sales opportunity? Agents are required for the following areas:—London and Home Counties, S. and S.E. England, and Midlands, by manufacturers of original fast-selling perfumery novelties and allied products, nationally known and advertised. Existing accounts in all areas among stores and chemists. Apply with details of area covered. Box C 5389.

FIRST-CLASS AGENTS who are used to handling high-class cosmetics required by sole distributors of continental toiletries. Applicants must have top connection with stores and high-class retailers. Available areas are: South Wales, West of England, Midlands, North East, Scotland. Excellent commission. Apply: Sales Director, Box C 5341.

FIRST-CLASS AGENTS WANTED by André Philippe, Ltd., for their expansion programme. Applications invited. **TOP MAN REQUIRED ESPECIALLY FOR LONDON.** Phone or write André Philippe, Ltd., 71/71B Gowan Avenue, Fulham, S.W.6. RENOWN 2194/2397. C 5326

AGENCIES

YOUNG GENTLEMAN recently engaged in wholesale chemist trade as salesman, and having excellent connections with chemists in Lancashire and Cheshire, is now available to take on agency for pharmaceutical and kindred lines. Box C 5340.

WANTED

WE WILL PURCHASE for cash a complete stock, a redundant line, including finished or partly finished goods, packing raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone: Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel.: Park 3137-8. C 140

SITUATIONS WANTED

TABLET FOREMAN seeks change to progressive post where his experience in all types of tableting, coating and formulating can be utilised to the full. Box C 5375.

EXPERIENCE IN CLINICAL TRIALS, G.P.s, consultants, hospitals, training, exhibitions, offered by car owning representative. Suggestions welcomed. Box C 5394.

Wanted—Continued

CASH FOR CAMERAS!!! Best prices paid for German and Japanese apparatus that has become obsolete or is "sticking." Quantity unlimited. The Camera Co., 320 Vauxhall Bridge Road, S.W.1, VIC. 5438. C 627

FOR SALE

PLANT DISPOSAL: 1. Automatic ampoule washing, filling and sealing machine, Manning. New in 1958, virtually unused. Cost £1,200. For 240/1/50 supply. 2. Automatic ampoule printing machine, Rejafix, Model 52, New 1955, Cost £498. For 230/1/50 supply. 3. Boiler, wet back marine horizontal type. Output 1,200 lbs./hr. at 75 lbs. sq. inch when oil fired. Completely re-tubed 1955. Complete with automatic oil burner by Combustions Ltd. and all fittings. Insurance reports available. Lying Hammersmith, inspection invited. For further information and offers, please contact Mr. A. W. Haynes, Vitamins Ltd., Manor Royal, Crawley, Sussex, Tel.: Crawley 21234. C 8375

BUSINESS OPPORTUNITIES

ACETYL SALICYLIC ACID B.P. available in quantities up to 20,000 kilos at 8s. 3d. per kilo delivered. Suitable for tableting. Special price for export. Mesco Laboratories, Ltd., 6 Broad Street Place, E.C.2. Telephone: London Wall 2185. C 5361

A BARGAIN—£25 COMPLETE. Brand new ready-made company registrations (England or Scotland). All trades available, specially selected and prepared under the personal supervision of Mr. T. A. Herbert, LL.B., and Mr. J. Jamieson, ex-Registrar of Companies, Business Economy Company Registrations, Ltd. (Dept. Y/10, 156 Strand, London, W.C.2 (Tem. 8377/2294) and 19 Walker Street, Edinburgh, 3 (Cal. 1167/9). Get "Advantages of Trading as a Limited Company" (3s. post free). Also Rapid Company Formation Service. C 622

GENTLEMAN has business proposition suitable for small progressive firm of manufacturing chemists. Box C 5385.

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists," 35/-. Full trade terms. Order by waist size from Manly Co., Manor House, Worcester Park, Surrey. DERwent 3877. C 635

**TECHNICAL
DIRECTOR**

An opportunity occurs for a Chemist (B.Sc. or A.R.I.C.), preferably with experience in production of Hairdressing Cosmetics, to purchase an interest in an expanding group of companies manufacturing products distributed to Hairdressers, Chemists, and Stores. Purchaser must have good organising ability and be capable of taking over control of factory and laboratories. Capital required, £12,500. Please write to Box C 8386.

SMALL FIRM with good reputation making a few branded prescription and chemists' counter lines wishes to link up with another firm. Would suit small firm with spare manufacturing capacity and existing sales outlets. Box C 5382.

WANTED—a well-known manufacturer to take over the manufacture and sale of a first-aid product with immense potentiality in both the ethical and proprietary spheres. Has undergone successful trials at a famous teaching hospital, and has no competitors in its present form. Payment by royalties on sales, Box C 5390.



You
may now
TELEPHONE
your classified
advertisement
CEN 6565
by 4 p.m. Tuesday
for same week, subject
to space available.

TENDERS**NATIONAL HEALTH SERVICE
SCOTLAND
SUPPLY OF MEDICINES, DRUGS,
SURGICAL DRESSINGS, ETC.**

THE SCOTTISH HOME AND HEALTH DEPARTMENT invites tenders for the supply of Medical Stores in the categories detailed below to HOSPITALS in SCOTLAND under the NATIONAL HEALTH SERVICE AND PRISON SERVICE for a period of one year from 1st January, 1964.

Categories of Stores	Due Date for Return of Tenders
Antiseptic Preparations; Injections; Medicinal Tablets; Medicines and Drugs.	10 a.m. on 23rd August, 1963
Anæsthetics; Dextrose; Glycerin; Liquid and Soft Paraffin; Methy- lated Spirit.	10 a.m. on 27th August, 1963
Maternity Pads; Surgi- cal Dressings.	

Application for Tender-forms should be made in writing to the Secretary, Scottish Home and Health Department, Room R/145A, Government Buildings, Broomhouse Drive, Saughton, Edinburgh, 11, and should bear the word "Contracts" in the lower left-hand corner. The category (or categories) of stores for which forms are required should be clearly stated.

No undertaking can be given that the lowest (or any) tenders will be accepted. The Ministry of Health, as agents for the Scottish Home and Health Department, will enter into contracts with the successful tenderers. C 8387

Tenders—Continued

LANCASHIRE COUNTY COUNCIL
Tenders are invited for the following commodities to County Council Establishments:—

1. Hard Soap.
2. Carbolic Soap.
3. Toilet Soap.
4. Soap Flakes.
5. Lavatory Cleaner.
6. Scouring Powder.
7. Soft Soap.
8. Pine Disinfectant.
9. W.C. and Channel Blocks.

Forms and conditions of tender from the Chief Education Officer, P.O. Box 61, County Hall, Preston.

Tenders to be returned to the Clerk of the County Council, P.O. Box 78, County Hall, Preston, by July 29, 1963. C 8392

PARTNERSHIPS

PHARMACIST, male or female, interested in a partnership, or with view to purchase business in South Coast residential area. Box C 5393.

MACHINERY FOR SALE

MANUFACTURING CHEMISTS closing down, offer small single punch tableting machine, oscillating granulator, stainless steel mixing and storage vessels, copper steam pans, etc. No reasonable offers refused. 77 Cannel Street, Manchester, 4. C 5384

ROTARY BOTTLE washing machine with 24 nozzles and twin pumps, suitable for ampoules or small bottles. New condition. Giusti 100-gallon stainless steel jacketed cream mixing tank with motorised slow speed stirrer. Details from: C. Skerman & Sons, Ltd., 10 Parson's Green, London, S.W.6. RENown 6402. C 8361

MACHINERY

PUNCHES AND DIES. Tablet punches, re-conditioned for rotary or single machines. Worn dies ground out to the next size. New single sets round or shaped all at short notice. W. Neve, Farnborough Road, Farnborough, Hants, Farnborough 3623. C 5375

SALE BY AUCTION

B. NORMAN & SON, 5 Little Britain (close to G.P.O.), London, E.C.1, will sell by Auction on Wednesday, July 17, at 1.30 p.m., excellent and practically new light oak and white enamelled SHOP FIXTURES including wall cases with plate glass shelves, centre cases, glass display counters, open shelf fittings, greeting card cabinets, mirrors, cash registers, general display equipment and window fittings, fluorescent lights, well made office desks, filing cabinets, carpets, etc. View Day prior and morning of sale. Catalogues available. Tel.: MON, 8501/2, C 8401

MISCELLANEOUS

COHAR FOR CARPETS offer 15%—20% saving, all leading makes, carriage free U.K. Huge saving on Venetian Blinds, Sewing Machines, Typewriters, Parquet Tiles, Furniture, Washing Machines, Refrigerators, Lawn Mowers and Power Tools. Showrooms at London, Leicester, Sheffield, Bradford, Leeds, Hull, Middlesbrough, Manchester, Newcastle, Bristol, Hadleigh (S.). Liverpool, Cardiff, Swansea, Aberdeen, Edinburgh, Cambridge, Plymouth, Bournemouth, Brighton, Glasgow, Dundee, Birmingham, Preston, Blackpool and Belfast. Write:—Cohar Distributors, L. O'Hara, Prop., 47 Oswald Street, Glasgow, C.1. Or phone: Glasgow CENTral 8325, Birmingham MIDland 8333, London CHAncery 2345, Manchester CENTral 2321. C 600

CUMULATIVE LIST OF AMENDMENTS TO THE C.&D.

Quarterly Price List

JUNE

2nd Debut (366 Dendron)									
clinical vial	58	3	14	7	8	6			
Acecoline (49 AF)									
ampoules 0-10 gm in 1 mil 8	57	0	—		6	4			
0-20 gm in 1 mil 8	72	0	—		8	0			
Achromycin (746 Lederle)									
capsules 50 mgm .. 25	6	10ea	—		10	3	TS		
100	25	10ea	—		38	9	TS		
250 mgm .. 16	18	6ea	—		27	9	TS		
100	110	10ea	—		166	3	TS		
1000	1069	8ea	—		1604	6	TS		
for ear solution									
vial powder .. 50 mgm }	4	4ea	—		6	6	TS		
vial diluent .. 10 cc }									
for oral suspension									
1-5 gm .. 1 oz	6	10ea	—		10	3	TS		
Intramuscular vial 100 mgm	3	4ea	—		5	0	TS		
intravenous vial 250 mgm	6	2ea	—		9	3	TS		
500 mgm	11	0ea	—		16	6	TS		
ointment 3% 30 mgm 1/2 oz	2	10ea	—		4	3	TS		
1 oz	5	2ea	—		7	9	TS		
ophthalmic ointment 1% 6	4	4ea	—		6	6	TS		
powder sterilised .. vial	3	6ea	—		5	3	TS		
oil suspension 1%									
10 gm/cc dropper .. 6 cc	1	4ea	—		2	0	TS		
pediatric drops 10 cc	4	8ea	—		7	0	TS		
soluble tablets .. 100	25	10ea	—		38	9	TS		
syrup .. 2 oz	6	10ea	—		10	3	TS		
16 oz	49	8ea	—		74	6	TS		
tablets 50 mgm .. 25	6	10ea	—		10	3	TS		
100	25	10ea	—		38	9	TS		
250 mgm .. 16	18	6ea	—		27	9	TS		
100	110	10ea	—		166	3	TS		
1000	1069	8ea	—		1604	6	TS		
troches 15 mgm .. 25	2	8ea	—		4	0	TS		
Achromycin, V (746 Lederle)									
capsules 50 mgm .. 25	6	10ea	—		10	3	TS		
100	25	10ea	—		38	9	TS		
250 mgm .. 16	18	6ea	—		27	9	TS		
100	110	10ea	—		166	3	TS		
1000	1069	8ea	—		1604	6	TS		
pediatric drops 10 cc	4	8ea	—		7	0	TS		
syrup .. 2 oz	6	10ea	—		10	3	TS		
16 oz	49	8ea	—		74	6	TS		
Acriflex (34 A&H)									
small	12	0	—		1	6			
Aerocol (1232 T&R)									
pain relieving spray ..	36	0	—		5	0			
Aldis (884 NB)									
automatic projector CP8	..	..	..		720	0			
automatic projector XT150	..	..	..		279	6			
"303" projector with									
8-5 cm f/2-5 lens and									
slide carrier .. DP/1	..	..	..		330	0			
Alfonal (29 Alfonal)									
evaporated separated milk with									
vegetable fat, 4 oz. 6 oz	35	2	—		11				
8 oz									
separated milk with									
vegetable fat 16 oz									
Alimex (147 Boots)									
80 oz									
tablets 30									
Ambramycin (894 Nicholas)									
capsules 250 mgm .. 16	18	6ea	—		27	9			
60	66	5ea	—		99	8			
250	269	2ea	—		403	9			
oral suspension 2-5% 60 mls	6	10ea	—		10	3			
Anacabin (179 BDH) ampoules									
Andre Philippe (48 AP)									
bath crystals, swan dimple 21									
cubes (6) .. 16									
gift pack .. 4									
cream shampoo .. 11									
lacquer									
Master .. 11	33	0	8	3	4	9			
perfume "X" .. 19	10	0	2	6	1	6			
sun tan oil .. 23	12	0	3	0	1	9			
lacquer spray perfumed 8	12	0	3	0	1	9			
perfumed deodorant									
spray .. 25	12	0	3	0	1	9			
scent spray .. 26	20	0	5	0	2	11			
Andrews (976 PS&T)									
liver salt .. 4 oz	17	11	4	6	2	4			
8 oz	28	10	7	2 1/2	3	9			
diabetic .. 8 oz	32	2	8	0 1/2	4	3			
Insert Anestan (690 Keldon) ..									
Anscochrome (1343 DW)									
film, colour reversal									
35 mm. .. 20 exp.	..	..	..		23	9			
36 exp.	..	..	..		35	0			
rollfilm 127 ..	..	..	..		17	9			
120 ..	..	..	..		19	2			
easiloader 8 x 20 exp.	..	..	..		79	6			
home processing kit ..	..	..	..		18	6			
Delete Antabac (695 TK) tablets									
Arpege (730 Lanvin)									
toilet water .. 4 oz	..	..	..		45	0			
8 oz	..	..	..		70	0			
Arrowmint (1223 TWC)									
chewing gum .. 40 pkts	7	7	11		3				
Arvin (438 ER)									
electric shaver syncro-									
matic	63	0ea	15	9ea	99	6			
Atomcoll (287 Collo)									
cleaner	20	0	5	0	2	11			
Atromid (649 ICI)									
capsules 250 mgm .. 250	75	0ea	18	9ea	131	3	†s4B		

THIS WEEK'S CHANGES
AT END OF LIST

Aureomycin (746 Lederle)									
capsules, 50 mgm .. 25	6	10ea	—		10	3	TS		
100	25	10ea	—		38	9	TS		
250 mgm .. 16	18	6ea	—		27	9	TS		
100	110	10ea	—		166	3	TS		
1000	1069	8ea	—		1604	6	TS		
ear solution, 50 mgm vial	4	4ea	—		6	6	TS		
ointment, 3%, 30 mgm 1/2 oz	2	10ea	—		4	3	TS		
1 oz	5	2ea	—		7	9	TS		
ophthalmic 1%,									
10 mgm 6 x 1/2 oz	4	4ea	—		6	6	TS		
syrup .. 4 oz	13	8ea	—		20	6	TS		
16 oz	49	8ea	—		74	6	TS		
Auto-Carena (980 Photopia)									
universal case .. K7	86	2ea	21	0ea	150	3			
Ayrtosect (78 AS&Co)									
insect powder ..	12	0	—		1	6			
Bablets (485 Fulford)									
trial size									
Barbeville (1451 BDH)									
500 mls	11	8ea			†s4A				
2 litres	40	2ea			†s4A				
20 oz & 80 oz									
Bathjoys (1037 Reckitt)									
white velvet talc ..	20	8	5	0 1/2	3	0			
Bauer (884 NB)									
clne camera .. 88K	..	..	..		1199	9			
Delete Beauty on a Budget (1063 Rimmel) existing entries.									
Insert Beauty on a Budget (1063 Rimmel)									
anti-wrinkle lotion ..	10	3	2	6	1	6			
cleansing milk ..	10	3	2	6	1	6			
deodorant spray ..	10	3	2	6	1	6			
stick ..	10	3	2	6	1	6			
eye pencils ..	10	3	2	6	1	6			
shadow stick ..	10	3	2	6	1	6			
cream ..	10	3	2	6	1	6			
face cleansing pads ..	10	3	2	6	1	6			
face powder ..	10	3	2	6	1	6			
compressed ..	10	3	2	6	1	6			
hair colourant ..	10	3	2	6	1	6			
hair lacquer refill ..	10	3	2	6	1	6			
hair lacquer spray ..	10	3	2	6	1	6			
hair removing cream ..	10	3	2	6	1	6			

when prescriptions call for INSULINS, supply

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BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

hand beauty cream ..	10 3	2 6	1 6	
lipsticks ..	10 3	2 6	1 6	
liquid liner for eyes ..	10 3	2 6	1 6	
liquid liner brush ..	10 3	2 6	1 6	
liquid make-up ..	10 3	2 6	1 6	
mascara block ..	10 3	2 6	1 6	
mascara roll-on ..	10 3	2 6	1 6	
nail lacquer ..	10 3	2 6	1 6	
remover ..	10 3	2 6	1 6	
oatmeal beauty pack ..	10 3	2 6	1 6	
perfume ..	10 3	2 6	1 6	
perfumed cologne ..	10 3	2 6	1 6	
rouge compressed ..	10 3	2 6	1 6	
cream ..	10 3	2 6	1 6	
skin moisturiser ..	10 3	2 6	1 6	
skin tonic lotion ..	10 3	2 6	1 6	
spot clearing cream ..	10 3	2 6	1 6	
talcum ..	10 3	2 6	1 6	
twin powder puffs ..	10 3	2 6	1 6	
vitamin skin food ..	10 3	2 6	1 6	
Whiteglow ..	10 3	2 6	1 6	
Benbows (506 Gerhardt)				
canker lotion ..	30 0	7 6	4 0	
Bidizole (971 PSMB)				
suspension .. 1 litre				
tablets 0.5 gm .. 250				
Bio-Clear (596 HR)				
coverfluid .. 64			9 6	
cream .. 60			7 6	
minute make-up .. 65			7 6	
pore lotion .. 62			8 6	
shampoo .. 67			5 6	
wash .. 61			9 6	
Bisk-o-Lem (175 BCP)				
pure lemon juice 19 oz	42 7	6 5	4 10	
Bliss (160 Bliss)				
hot water bottle ..	42 0	—	—	
Bonny Bouncer (436 Evans)				
baby's exercise harness	43 4ea	—	65 0	
Breeze (756 Lever)				
soap bath size .. 3 doz	33 10	8 3	1 4	
Brocade (215 Caldey)				
eaux de toilette 1 oz T127	86 0	22 0	12 0	
Bronica (1017 PO)				
'S' reflex camera f/2.8				
lens ..			4697 1	
case ..			142 8	
Bronnley (194 Bronnley)				
pre make-up cream ..			9 6	
Cadbury (216 Cadbury)				
diabetic chocolate				
assorted .. 1/4 lb	35 4	4 7	3 9	
plain .. 1/4 lb	16 6	2 1	1 9	
almond .. 1/4 lb	18 10	2 5	2 0	
Caladryl (938 PD)	24 0	6 0	3 9	
Caldey (215 Caldey)				
bath essence (fern, lavender, rose, ver-bena) .. 1 oz	42 0	10 0	5 6	
eaux de toilette (No. 1) .. 1 oz	97 0	24 0	13 6	
(gorse) .. 1 oz	79 0	20 0	11 0	
potpourri				
lavender sachet card	18 0	5 0	2 6	
rose sachet card ..	24 0	6 0	3 0	
sachet card ..	24 0	6 0	3 0	
California (976 PS&T)				
syrup of figs ..	16 2	4 0 1/2	2 2	
	31 8	7 11	4 3	
Capriton (34 A&H) tablets 12	26 4	6 7	3 10	
Caross (1242 Toni)				
hard-to-hold				
aerosol .. popular	51 2	12 9 1/2	7 3	
puffer spray ..	26 5 1/2	6 7 1/2	3 9	
refill ..	15 10 1/2	3 11 1/2	2 3	
Carisoma (1441 Wallace)				
tablets 125 mgm .. 200	34 6ea	8 7 1/2ea	60 5 1/4B	
350 mgm .. 50	10 0ea	2 6ea	17 6 1/4B	
	47 6ea	11 10 1/2ea	83 2 1/4B	
Check (665 JS)				
aerosol perfumed ..	48 2	11 8 1/2	7 0	
Chibret (276 C&C)				
collyrium				
argentoprotein 5%	28 0	7 0	4 1	
mltis .. 20%	44 0	11 0	6 5	
chloransulfa ..	34 0	—	4 3 1/4B	
rutin soluble 10%	96 0	—	12 0	
uvelline ..	28 0	7 0	4 1	
intermedine ..	184 0	—	23 0	
Chiclets (9 ABS)				
	7 7	1 1	7	
	(20 pkts)	(20 pkts)		
Cirotyl (938 PD)				
suspension .. 4 oz	34 0	8 6	4 11 1/2	
80 oz	36 0ea	9 0ea	63 0	
Clovecide (1208 Syn)				
weedkiller .. trial			2 6	
4 oz			7 6	
1 pt			30 0	
Colbenemid (837 MSD)				
tablets .. 100	49 0ea	12 3ea	85 9	
Colgate (280 CP)				
toilet soap (5) ..	29 2	7 2	1 11	
	(10 doz.)	(10 doz.)		
Comédome (1460 Dome)				
acne stick .. 38 gm	82 0	20 0	11 11	
Contraband (385 Demuth)				
(distributors 327 WC)				
perfume .. 2 cc	24 0	6 0	3 6	
2 dr	46 3	11 7	6 9	
Coronel (298 Coronet)				
camera Commander ..			52 11	
Rapier Mk II			50 9	
roll film pan. 828, 127, 120, 620			3 2	
Cosy (980 Photopia)				
flashgun .. P6	14 4ea	3 6ea	25 0	
model 11 .. P18	20 0ea	4 10ea	34 10	
Countess Csaky (1463 C194)				
aerated snow .. 1 oz			8 6	
beauty box ..			120 0	
hand cream .. 2 oz			12 0	
8 oz			38 0	
hormone cream .. 1 oz			31 6	
Jeunesse .. 1 oz			10 6	
liquifying cleansing cream				
2 oz			9 0	
8 oz			28 6	
16 oz			52 6	
Secret .. 2 oz			22 0	
Sun Gold .. 2 oz			15 0	
Suprema .. 2 oz			12 0	
vitamin skin food .. 2 oz			16 0	
Courier (601 HSS)				
Courier (1169 GS&S)				
Crescendo (730 Lanvin)				
toilet water .. 4 oz			45 0	
8 oz			70 0	
Cullingford (331 CofC) existing entries				
Cullingford (331 CofC)				
basket of fruit salad ..	72 0	17 6	10 6	
bubble bath ..	17 0	4 2	2 6	
lemon soap ..	10 2	2 6	1 6	
Walt Disney picture				
soaps ..	6 11	1 8	1 0	
bath gems series				
Amalfi ..	80 9	19 8	11 9	
Berkeley ..	51 6	12 7	7 6	
Capri ..	74 0	18 0	10 9	
Dorchester ..	135 0	32 11	19 6	
Mayfair ..	107 0	26 1	15 6	
Minor ..	20 8	5 0	3 0	
Napoli ..	88 0	21 5	12 9	
Ritz ..	74 0	18 0	10 9	
Savoy ..	74 0	18 0	10 9	
Waldorf ..	34 6	8 5	5 0	
Christmas tree series				
Lantern after-shave				
lotion ..	22 0	5 4	3 3	
bath essence ..	24 0	5 10	3 6	
bath gems ..	22 0	5 4	3 3	
guest soap ..	17 6	4 3	2 6	
Pixie box lavender ..	14 0		1 9	
gift series				
gift box (A) ..	48 0	11 8	7 3	
(B) ..	43 0	10 6	6 3	
Popeye with cord ..	36 0	8 9	5 0	
Lenny series				
Lenny coloured ..	19 6	4 9	2 9	
with face cloth ..	34 0	4 9	4 8	
Noddy series				
Big Ears handpainted	19 6	4 9	2 9	
unpainted ..	9 0	2 2	1 3	
Noddy handpainted	19 6	4 9	2 9	
unpainted ..	7 0	1 8	1 0	
Noddy car hand-				
painting ..	19 6	4 9	2 9	
unpainted ..	9 0	2 2	1 3	
bubble bath ..	39 0	9 6	5 6	
picture soaps ..	19 6	4 9	2 9	
toothpaste ..	14 3	3 6	1 11	
Mr. Plod painted ..	19 6	4 9	2 9	
unpainted ..	9 0	2 2	1 3	
Sooty series				
coloured ..	19 6	4 9	2 9	
with face cloth ..	34 0	4 9	4 8	
picture soaps ..	14 0	3 5	2 0	

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shampoo ..	4 11	1 2	9		
polythene bottle ..	23 0	6 10	3 11		
toothpaste ..	14 3	3 6	1 11		
Sweep coloured ..	19 6	4 9	2 9		
with face cloth ..	34 0	4 9	4 8		
table lamp series					
bath essence ..	26 0	6 4	3 9		
Chelsea lavender ..	26 0	6 4	3 9		
Eau de Cologne ..	26 0	6 4	3 9		
skin perfume ..	26 0	6 4	3 9		
Cutisan (346 Dales)					
liquid .. 45 mls	74 0	18 0	10 9		
ointment tube 30 gm	74 0	18 0	10 9		
powder tin 80 gm	80 0	20 0	11 8		
Dehydrocholin (179 BDH)					
tablets .. 20					
Dencien (994 P&M)	6650		2 9		
Dentyne (9 ABS)	7 7	1 1	7		
	(20 pkts)	(20 pkts)			
Deoxycortone acetate (179 BDH)					
implantation pellets ..					
Dethmor (508 Gerhard)					
plusbait .. 28 lb	32 0ea	—	48 0		
56 lb	63 4ea	—	95 0		
112 lb	125 4ea	—	188 0		
Insert warfarin 5 conc. .. 4 oz	36 0	—	4 6		
Detigon (452 FBA)					
linctus .. 4 oz	24 0	6 0	3 6		
80 oz	24 0ea	6 0ea	42 0		
Insert Dewdawn (918 Or-Lem)					
squashes ..	18 8	2 10			
whole orange drink ..	18 8	2 10			
Diamond (333 Cupal)					
foot powder ..	22 3	—	2 6		
Dibenyline (1153 SKF)					
capsules 10 mgm .. 100	165 0	—	20 7½		
1000	125 0ea	—	—		
Dibron (1091 Rybar)	4 oz	6 0	3 6		
Diconal (203 BW)					
tablets .. 25	40 0	—	5 0 †s1DD		
100	120 0	—	15 0 †s1DD		
Digifortis (933 PD)					
Kapseals .. 100	70 0	17 6	10 2½†s1		
Direma (378 Dista)					
tablets 25 mgm .. 100	19 5ea	—	29 1½†s4B		
500	94 1ea	—	141 1½†s4B		
50 mgm .. 25	9 5ea	—	14 1½†s4B		
100	35 4ea	—	53 0 †s4B		
500	170 6ea	—	255 9 †s4B		
Dixcel (184 Bronco)					
tissues .. 50	52 6	—	1 0		
150	(6 doz)	—	2 9		
car pack ..	26 4	—	1 6		
men's .. 100	(2 doz)	—	2 9		
toilet rolls single ..	33 3	—	1 3		
double ..	30 11	—	2 4		
	(1½ doz)				
D'lishus (918 Or-Lem)					
squashes ..	22 7	3 5	2 9		
whole orange ..	22 7	3 5	2 9		
Doloxylal (413 Lilly)					
Pulvules .. 20	64 0	—	8 0 †s4A		
100	21 4ea	—	32 0 †s4A		
500	94 8ea	—	142 0 †s4A		
Dome (1460 Dome)					
acne cream tube 23 gm	31 0	7 7	4 6		
lotion bottle 57 gm	41 0	10 0	6 0		
medicated cleanser					
jar .. 112 gm	86 0	21 0	12 6		
Domeboro (1460 Dome)					
tablets .. 12	27 0	6 7	3 11		
dp 24 × 12	40 0ea	9 9 ea	—		
Dor (563 Hampshire)					
deodorant aerosol ..	27 8	6 10	3 9		
Dornavac (837 MSD)					
combination package ..	20 0ea	—	30 0		
Dubarry (391 Dubarry)					
(distributors 721 LC)					
Dulcolax (154B)					
tablets 20 pack of 10 ..	20 0ea	—	30 0		
Durophet-M (1061 Riker)					
capsules 12.5 mgm .. 30	7 4ea	—	11 0 †s4B		
300	49 8ea	—	74 6 †s4B		
20 mgm .. 30	8 0ea	—	12 0 †s4B		
300	54 0ea	—	81 0 †s4B		
Duvadilan (324 Crookes)					
ampoules 10 mgm 2 mls 5	64 0	—	8 0		
tablets .. 10 mgm .. 50	96 0	—	12 0		
250	33 4ea	—	50 0		
Dylon (816 Mayborn)					
spot dry cleaner ..	22 6	—	2 6		
Easy-On (234 Cartwright)					
spray starch aerosol .. 8 oz	31 6	—	3 6		
15 oz	47 3	—	5 3		
Edixa (980 Photopla)					
camera 16 .. E240	223 10ea	55 9ea	399 0		
case .. E241	15 2ea	3 9ea	26 6		
exposure meter .. E242	85 10ea	21 0ea	149 9		
Electronica					
(body only) .. E230	993 4ea	243 6ea	1741 0		
Edixamat (980 Photopla)					
camera reflex B .. E193	494 10ea	120 7ea	862 10		
C .. E199	584 2ea	142 4ea	1018 7		
D .. E200	584 2ea	142 4ea	1018 7		
Delete E173					
Delete E182					
Elastikon (672 Johnsons)					
elastic adhesive bandage .. 3 yd. × 2½ in	46 10	—	5 6		
3 in	55 4	—	6 6		
Elasto (837 New Era)					
tablets ..	51 4	12 10	7 6		
205 4	51 4	30 0			
Delete Endografin (1107 SAGB)					
ampoules 50% 10 mls					
Enduronyl (2 Abbott)					
tablets forte .. 100	35 0ea	—	52 6 †s4B		
En-O-Ge (1166 Southon)					
glucose tablets .. 24	9 9	—	1 1		
Delete Epidexa (695 TK) all products					
Delete Erythrocin t.M. (2 Abbott)					
disposable syringe 50 mgm 1 mil					
Esoban (1166 Southon)					
calamine					
with antihistamine 2% .. 4 oz	21 6				
80 oz	27 6ea				
with ichthyol 2% .. 4 oz	21 6				
80 oz	27 6ea				
with coal tar 2% .. 4 oz	21 6				
80 oz	27 6ea				
Eso-Dex (1166 Southon)					
tablets .. 12	5 5	4½	9		
500	24 0ea				
Estee Lauder (425 ELC)					
sun spree aerosol .. 6 oz	18 4ea	3 4ea	23 6		
Eugene (431 Eugene)					
Colorset ..	17 2	4 3½	2 6		
Delacquer shampoo sachet	15 6	3 10½	9		
(3 doz.) (3 doz.)					
2 oz	17 2	4 3½	2 6		
Spring hair mlst					
aerosol .. 6 oz	37 6	9 4½	5 6		
hand spray ..	16 11	4 3	2 6		
refill ..	9 9	2 5	1 6		
Fabulo (554 Haetam)					
bouffant curlers					
advertisement pack	31 8	7 11	4 9		
Fairway (438 ER)					
after shave lotion ..	41 0	10 0	6 0		
Fenjal (1113 S&B)					
creme-bath ..	18 11	4 9	2 6		
94 9	23 8	12 6			
Feraspartyl (346 Dales)					
tablets .. 40	12 2ea	3 0ea	21 4		
Filon (1320 WP)					
tablets .. 100	264 0	—	33 0 †s4B		
500	104 0ea	—	156 0 †s4B		
Fleur de Rocaille (Caron) (451 F&J)					
perfume .. 60	90 4ea	22 7ea	158 0		
Foley (1459 Polyglaze)					
ice bowl ..	169 0	16 3	22 6		
Delete Formacaine (451 F&J)					
Insert Formacaine (1455 W&Co)					
Delete Formamint (451 F&J)					
Insert Formamint (1455 W&Co)					
Delete Freezeheat (191 BVF) existing entries					
Insert Freezeheat (191 BVF) vacuum ware					
flasks					
Colorvac					
23 oz—stoppa-vac C23	6 8ea	8ea	9 7		
23 oz—seal-a-vac C24	6 10ea	9ea	9 10		
30 oz—stoppa-vac C30	7 3ea	9ea	10 5		
30 oz—seal-a-vac C31	7 11ea	10ea	11 4		
Vax Continental					
16 oz—expanda-vac X1	5 0ea	6ea	7 2		
Vax Lurtavax					
16 oz—expanda-vac V1	5 2ea	7ea	7 6		
36 oz—expanda-vac V3	9 9ea	1 0ea	14 0		
juga					
Standard					
16 oz—stoppa-vac J69	6 2ea	8ea	8 11		
Greclan					
16 oz—seal-a-vac J70	10 5ea	1ea	15 0		
Georgian					
16 oz—seal-a-vac J71	19 8ea	2 0ea	28 2		

FOR ONE WEEK ONLY...

Every Cumulative Price List is superseded by the next. To avoid risk of using out-of-date prices it is wiser to destroy the old list as soon as the new one arrives.

You may now telephone your Classified Advertisement.
Ring CEN 6565 by 4 p.m. Tuesday for same week, subject
to space being available.

Kodak (711 Kodak)										deodorant, Cologne or									
cameras										stick 6 9									
Retina IF 559 0ea 139 9ea999 9										dusting powder 12 6									
IIF 702 0ea 177 2ea1267 2										essence .. small 11 6									
case .. 67149 46 0 1/2ea 11 6ea 82 4										Delete hair mist 11 6									
Retinette IB .. 352 7 1/2ea 88 2ea630 8										talcum 6 11									
Kodapak cartridge films										Lifebuoy (756 Lever) 33 6 8 6 4 11									
Kodachrome-X (20 exp.)										soap bath size.. 3 doz 33 10 8 3 1 4									
including processing 16 5ea 2 1ea 25 6										Linc-o-lin (763 Lincoln)									
Kodacolor-X (12 exp.)										Linc-o-lin (657 IL)									
without processing 5 5ea 1 4ea 9 1										Delete Linhot (1017 PO)									
Verichrome Pan (12 exp.) 2 4ea 7ea 4 1										tripods									
Konica (1017 PO)										Monopod S39 113 4									
FP camera with f/1.8 lens 1571 8										Clampod S49 161 4									
with f/1.4 lens 1794 11										Combi-Standard S69 200 3									
Delete case 110 5										Combi-U S79 228 9									
FS camera										Cline-8 S70 201 5									
Lacamax (1091 Rybar)										Dural-U S139P 403 1									
cream 4 oz 15 6 4 0 2 3										Special-O S96 286 10									
20 oz 60 6 15 6 8 10										Light Weight Pro .. S138 400 2									
80 oz 17 6ea 4 4 1/2ea30 8										De Luxe Studio S168 487 1									
Lacca Professionale (1372 CCL)										Mini-Combi .. S79K 211 0									
for hard-to-hold hair .. 6 oz 35 7 8 8 4 11										Expert .. S248 639 0									
16 oz 60 0 14 8 8 9										Delete Special-U S87									
Lady Gay (234 Cartwright)										Delete Combi-flex S59									
aerosol hairset super .. 8 oz 42 0 10 6 6 3										Lissom (869 Muir)									
Laevadosin (218 Calmic)										candies 3 3									
ampoules 10 mls .. 1 15 2ea — 22 9										10 0									
10 142 0ea — —										Lomotil (1121 Searle)									
tablets 25 10 8ea — 16 0										liquid .. 60 mls 86 0 21 6 12 6 1/2 1/4B									
50 18 10ea — 28 3										tablets .. 20 66 0 16 6 9 7 1/2 1/4B									
250 82 8ea — —										.. 100 24 10ea 6 2 1/2ea43 5 1/2 1/4B									
Lastonet (733 Lastonet)										Lomupren (114 Bengel)									
quick snap baby pants 35 0 — 4 3										cartridges .. 25 51 0 — 6 4 1/2									
Lederkort (746 Lederle)										Lorexane (649 ICI)									
eye/ear ointment with										head lotion .. 50 mls 16 0 4 0 2 4 1/2									
neomycin .. 1/2 oz 4 6ea — 6 9 TS										Loxene (563 Hampshire)									
Ledermycin (746 Lederle)										shampoo .. sachet 4 11 1 2 1/2 8									
capsules 150 mgm .. 16 18 6ea — 27 9 TS										Delete Lustre Creme (280 CP)									
100 110 10ea — 166 3 TS										shampoo jar 10 0									
1000 1069 8ea — 1604 6 TS										Marcel Rochas (796 MR)									
drops .. 10 mls 4 8ea — 7 0 TS										Moustache									
syrup .. 2 oz 6 10ea — 10 3 TS										after-shave atomiser 4 oz 35 0									
16 oz 49 8ea — 74 6 TS										eau-de-Cologne									
Leichner (749 Leichner)										atomiser .. 4 oz 42 0									
lipstick .. 30 9 7 8 4 6										Delete Matey (471 FB)									
Lentheric (753 Lentheric)										Insert Matey (893 Nicholas)									
clean-up cream .. 7 6										Mavala (664 JS&C)									
clean-up milk .. 11 6										nail polish remover									
eye cosmetic case .. 29 0										(unctuous) .. 72 0 18 0 10 6									
face powders .. 6 3										Medihaler (1061 Riker)									
foundation lotion .. 8 6										ergotamine .. complete									
Finishing Touch puffs .. 9										refill 17 4ea — 26 0 1/2 1/4									
kid glove hand lotion .. 7 6										Insert Meeson (1458 MLL)									
lipstick .. 9 0										cream jars .. 2 6									
refill .. 5 6										.. 4 6									
Delete mascara cream and refill ..										.. 10 0									
Delete men's range ..										.. 3 9									
after shave powder ..										.. 2 6									
Delete Onyx ..										massager									
after shave lotion .. 6 11										injection refills ..									
Cologne spray .. 11 3										Memento (365 Demuth)									
hair dressing .. 6 11										(distributors 327 WC)									
pre-shave lotion .. 11 3										perfume .. 2 cc 24 0 6 0 3 6									
skin tonic .. 6 9										2 dr 46 3 11 7 6 9									
special hand cream .. 8 6										Delete Mepilin (179 BDH)									
special skin food .. 9 6										tablets .. 25									
15 8										Meripons (838 MN)									
Tiara										rectal tampons .. 5 7 6ea — 11 3 TS									
bouquet decanter .. 139 3										Micron (501 Gelgy)									
bubble bath oil .. 8 9										ampoules 225 mgm/1.5									
transparent foundation cream .. 8 0										mil .. 20 20 0ea — 30 0									
Tweed ..										100 98 4ea — 147 6									
perfume replica .. 15 6										Milical (451 F&J)									
purse flacon .. 16 6										slimming biscuits ..									
1/2 oz .. 26 6										(1 1/2 doz.) 59 0 — 4 11									
1/4 oz .. 43 6										Milk of Magnesia (976 PS&T)									
1 oz .. 76 6										liquid 16 2 4 0 1/2 2 2									
2 oz .. 136 6										31 8 7 11 4 3									
Insert pure aerosol .. 21 0										Mil-Par (976 PS&T)									
Insert de-luxe .. 32 6										.. 17 0 4 3 2 3									
bouquet .. 1 oz .. 8 6										.. 28 4 7 1 3 9									
2 oz .. 12 3										44 9 11 2 1/2 5 11									
4 oz .. 17 6										Mimi (900 Norton)									
8 oz .. 27 6										magic cat .. 22 6 5 7 1/2 3 3									
16 oz .. 43 6										Mini-Bax (430 Eucryl)									
Insert decanter .. 129 0										Tablets .. 150 8 0 — 1 0									
mist .. 17 6										Delete Mothak (430 Eucryl)									
bath cubes box of 6 .. 7 6										fly killer aerosol 10 oz									
oil, plain or bubbling .. 8 9										Mothaks (430 Eucryl) 13 6 — 1 6									
14 8										My Sin (730 Lanvin)									
										toilet water .. 4 oz 38 0									
										8 oz 58 0									
										Delete Nair (1003 PP)									
										cream jar .. 4 oz									
										sachet .. 2 doz 14 1 3 6 1 11									
										lotion .. 4 oz 43 0 10 9 5 10									

Price 27/6d. Postage 1/2d

gelee camphese	236.55	..	..	..	21	0	Petriflex V11 f1-8 lens	..	..	..	1529	3
No. 6 ..	238.53	..	..	..	9	3	case .. ..	..	..	..	95	8
No. 3 vanishing							8 cine .. ..	..	..	..	439	5
dry skins ..	261.11	..	..	..	13	3	case .. ..	..	..	..	66	10
	261.12	..	..	..	18	6	8 Zoom .. ..	..	..	..	1074	2
tube	261.52	..	..	..	9	3	case .. ..	..	..	..	68	7
greasy skins	262.11	..	..	..	13	3	Patron (1021 Supervite)					
	262.12	..	..	..	18	6	universal atomiser ..	26	9	6	8	3 11
tube	262.52	..	..	..	9	3	Philips (977 PE)					
normal skins	263.11	..	..	..	13	3	electric blanket EA1215	98	3ea	24	0ea	155 0
	263.12	..	..	..	18	6	EA1225	125	2ea	30	7ea	197 6
tube	263.52	..	..	..	9	3	EA1214	75	9ea	18	6ea	119 6
framboise ..	268.12	..	..	..	18	6	EA1224	106	6ea	26	0ea	168 0
	268.14	..	..	..	34	0	EA1223					
cream hydriane	269.23	..	..	..	27	9	EA1213					
stimulation with							Delete hand hair dryer HK4100	44	4ea	10	10ea	69 11
hydroseve	272.11	..	..	..	21	0	Delete hose & air-diffuser					
	272.12	..	..	..	32	3	hood .. HK4101	25	4½ea	6	2ea	40 0
tube	272.53	..	..	..	12	9	stand .. HK4102	8	8½ea		11ea	12 6
"Tayane" ..	277.72	..	..	..	27	3	hood hair dryer HK4110	107	9ea	26	4ea	170 0
tube	275.74	..	..	..	21	0	stand .. HK4112	29	4ea	2	11ea	42 0
creme satin ..	279.52	..	..	..	12	9	Philishave (977 PE)					
	279.72	..	..	..	21	0	floating head model ..7860	98	3ea	24	0ea	155 0
cream rouge ..	426.71	..	..	..	11	0	Envoy with floating					
creme fluide ..	292.24	..	..	..	21	0	heads .. .7960	107	10½ea	26	8ea	172 6
compressed face powder							battery model .. .7779					
	535.70	..	..	..	18	6	Ladyshave .. .7780					
refill in mauve plastic							Delete standard .. .7918					
case ..	534.80	..	..	..	12	6	Delete home barber kit ..7864	26	7½ea	6	6ea	42 0
refill puffs, six	533.80	..	..	..	16	0	Photopia (980 Photopia)					
contour lip pencil	487.70	..	..	..	21	0	camera 66 P1	60	2ea	14	9ea	105 0
refill	489.80	..	..	..	6	0	case P2	22	2ea	5	5ea	38 8
eyebrow pencils	406.70	..	..	..	5	0	Pifco (983 Pifco)					
contour pencils	409.70	..	..	..	21	0	electric blankets					
refills ..	408.80	..	..	..	6	0	Celebrity single 1367	50	6ea	12	3ea	79 6
eye shadow ..	421.71	..	..	..	11	0	double 1368	66	7ea	16	3ea	105 0
sticks	422.70	..	..	..	21	0	Popular single 1167	63	2ea	15	4ea	99 6
face powders ..	521.11	..	..	..	16	0	3-heat 2467	75	9ea	18	6ea	119 6
	521.12	..	..	..	21	0	double 1168	93	3ea	22	9ea	147 0
fard satin ..	432.71	..	..	..	11	0	3-heat 2468	109	5ea	26	8ea	172 6
gel bronzer ..	293.55	..	..	..	21	0	Favourite single 1267	42	1ea	10	9ea	69 6
lipstick, germinal inter-							3-heat 2367	55	6ca	13	6ca	87 6
change refills	481.80	..	..	..	8	6	double 1268	56	9ea	13	10ea	89 6
cases, empty							3-heat 2368	71	5ea	17	4ea	112 6
plain gold metal							vibratory massager 1056	53	3ea	13	0ea	84 0
fluted gold metal							Pitocin (938 PD)					
de luxe ..	485.70	..	..	..	21	0	ampoules					
otions							(1 unit/mil) 2 mils 6	4	0ca	—	6	0 †s4B
No. 1 stimulation tonic							30	17	10ea	—	26	9 †s4B
with hydroseve	102.13	..	..	..	19	6	6	5	4ea	—	8	0 †s4B
	102.15	..	..	..	31	3	(10 units/mil) 0.5 mils 12	10	4ea	—	15	6 †s4B
	102.17	..	..	..	51	6	50	39	0ea	—	58	6 †s4B
No. 2 dry skin astringent							100	76	0ea	—	114	0 †s4B
	111.13	..	..	..	19	6	1 mil 6	5	8ea	—	8	6 †s4B
	111.15	..	..	..	31	3	12	11	0ea	—	16	6 †s4B
	111.17	..	..	..	51	6	50	42	8ea	—	64	0 †s4B
No. 3 sensitive skin tonic							100	80	8ea	—	121	0 †s4B
	116.13	..	..	..	19	6	vial 5 mils 4	4ea	—	6	6 †s4B	
	116.15	..	..	..	31	3	P.K. (1223 TWC)					
	116.17	..	..	..	51	6	chewing gum 40 pkts	7	7	11	3	
hydramnlotique tonic							Delete Pleniron (695 TK)					
	118.13	..	..	..	42	0	Delete liquid 30 mils					
	118.15	..	..	..	68	0	Polybrene (2 Abbott) ampoules					
amnioderm ..	119.73	..	..	..	42	0	Ponds (256 CPL)					
No. 5 acne ..	121.13	..	..	..	15	6	skin fresh	27	3	6	10	3 9
	121.15	..	..	..	22	9	twln stick	21	3	5	4	2 11
No. 6 greasy skin							Potensan (830 Mcdo)					
astringent	126.13	..	..	..	19	6	tablets forte ..	..	..	..	..	†s4B
	126.15	..	..	..	31	3	Potter & Moore (994 P&M)					
bleue tired eyes	131.13	..	..	..	15	6	Apple Blossom					
	131.15	..	..	..	22	9	bath cubes 141	18	10	4	9	2 9
speciale obstinate							frosted fragrance .. 142	24	0	6	0	3 6
acne ..	141.13	..	..	..	21	0	perfume 143	37	8	9	5	5 6
	141.15	..	..	..	33	9	talcum powder .. 140	20	0	5	0	2 11
golden rays ..	153.13	..	..	..	21	0	Delete bath cubes 420					
	153.15	..	..	..	32	3	Blue Heaven					
	153.17	..	..	..	52	6	bath cubes 141	18	10	4	9	2 9
	153.19	..	..	..	105	0	frosted fragrance .. 142	24	0	6	0	3 6
tube	153.54	..	..	..	12	9	perfume 143	37	8	9	5	5 6
mascara refill	401.80	..	..	..	6	0	talcum powder .. 140	20	0	5	0	2 11
mauve plastic case	404.70	..	..	..	16	3	Delete bath cubes 420					
mask amnioderm	818.11	..	..	..	42	0	Delete Carefree bath cubes .. 420					
maskoderm ..	801.11	..	..	..	16	0	Delete cracker perfume ..1098					
masque iradie ..	811.55	..	..	..	16	0	Delete eau de Cologne .. 368					
masque rose ..	816.55	..	..	..	16	0	Delete frosted fragrance .. 491					
regnosserum, 10 ampoules	821.70	..	..	..	63	0	Delete Gold Brocade					
sundries,							bath cubes 141	18	10	4	9	2 9
wax depilatory	851.71	..	..	..	12	6	frosted fragrance .. 142	24	0	6	0	3 6
deodorant ..	856.71	..	..	..	14	3	perfume 143	37	8	9	5	5 6
soap toilet size	861.71	..	..	..	5	0	talcum powder .. 140	20	0	5	0	2 11
(3)	861.73	..	..	..	13	9	Delete bath cubes 193					
bath size	861.72	..	..	..	9	6	soap, toilet (golden					
Periactin (337 MSD)							fern, muguet, gar-					
syrup .. ..	.. 4 oz	4	0ca	1	0ca	7	denia, beauty)					
	16 oz	14	6ca	3	7½ea	25	Spring Dawn					
Personna (438 ER)							bath cubes 141	18	10	4	9	2 9
blades double edge	..	23	11	6	0	3	frosted fragrance .. 142	24	0	6	0	3 6
Insert Petri (637 Hunter)							perfume 143	37	8	9	5	5 6
exposure meter	..	..	..	..	77	0	talcum powder .. 140	20	0	5	0	2 11
cameras							Delete talcum powder (golden					
Blue Scope-f/2-8 lens	..	..	..	..	413	3	fern, muguet, gar-					
case .. ..	..	..	..	..	55	10	denia) 190					
Half-Seven f/2-8 lens	..	..	..	..	448	9	Delete talcum powder puffer .. 191					
case .. ..	..	..	..	..	46	10	Potters (992 P&C)					
Prest f/2-8 lens	..	..	..	..	542	11	pastilles					
case .. ..	..	..	..	..	69	2	antiseptic throat ..	13	0	3	3	2 0
Seven f/2-8 lens	..	..	..	..	524	4	cherry cough ..	13	0	3	3	2 0
Seven f/1-8 lens	..	..	..	..	679	2						
case .. ..	..	..	..	..	55	10						
Petriflex V f-2 lens ..	..	..	..	..	1171	3						
case .. ..	..	..	..	..	71	2						

[illegible]

intravenous injection									
250 mgm	vial	6	11ea	—	10	4	TS		
500 mgm	vial	12	5ea	—	16	7	TS		
nasal solution	5 mls	3	4ea	—	5	0	TS		
ophthalmic solution									
25 mgm	5 mls	4	4ea	—	6	6	TS		
oral suspension 1.5 gm		7	9ea	—	11	7	TS		
paediatric drops 1 gm		5	3ea	—	7	10	TS		
syrup 125 mgm/5 mls									
tablets 50 mgm									
25		7	9ea	—	11	7	TS		
100		28	10ea	—	43	3	TS		
100 mgm	25	15	3ea	—	22	10	TS		
250 mgm	100	57	5ea	—	86	1	TS		
	16	20	8ea	—	31	0	TS		
	100	124	2ea	—	166	3	TS		
	1000	1199	2ea	—	1796	9	TS		
soluble 50 mgm									
25		8	4ea	—	12	6	TS		
topical ointment									
1 oz		3	3ea	—	4	10	TS		
200 gm		37	3ea	—	55	10	TS		
topical powder 3%									
1 oz		6	5ea	—	9	7	TS		
troches 15 mgm	24	3	0ea	—	4	6	TS		
vaginal tablets 100 mgm	10	8	2ea	—	12	3	TS		
S.F. capsules	16	21	5ea	—	32	1	TS		
	100	128	11ea	—	193	4	TS		
	1000	1245	0ea	—	1867	6	TS		
with polymyxin B									
ophthalmic ointment 1 oz		1	1ea	—	1	7	TS		
otic solution		3	6ea	—	5	3	TS		
Tetracycl (969 Pfizer)									
capsules 50 mgm	100	25	10ea	—	36	9	TS		
250 mgm	16	18	6ea	—	27	9	TS		
	100	110	10ea	—	166	3	TS		
	1000	1069	8ea	—	1604	6	TS		
intramuscular injection									
100 mgm	vial	3	4ea	—	5	0	TS		
intravenous injection									
250 mgm	vial	6	2ea	—	9	3	TS		
500 mgm	vial	11	0ea	—	16	6	TS		
paediatric drops 1 gm		4	8ea	—	7	0	TS		
syrup	2 oz	6	10ea	—	10	3	TS		
	16 oz	49	8ea	—	74	6	TS		
tablets 50 mgm	100	25	10ea	—	36	9	TS		
100 mgm	100	51	2ea	—	76	9	TS		
250 mgm	16	18	6ea	—	27	9	TS		
	100	110	10ea	—	166	3	TS		
	1000	1069	8ea	—	1604	6	TS		
Tetracycl-P (969 Pfizer)									
capsules	16	18	6ea	—	27	9	TS		
	100	110	10ea	—	166	3	TS		
	1000	1069	8ea	—	1604	6	TS		
Tetracycl-S F. (969 Pfizer)									
capsules	16	19	2ea	—	26	9	TS		
	100	115	0ea	—	172	6	TS		
	1000	1110	5ea	—	1665	7	TS		
Theogardenal (971 PSMB)									
tablets	100	54	0	—	6	9	TS	4A	
	500	18	10ea	—	26	3	TS	4A	
Therapas (1154 S&N)									
cachets 1.0 gm	500			—					
Therazid (1154 S&N)									
cachets	500			—					
forte	500			—					
Thermona (1154 S&N)									
cream	24	0	6	0	3	6			
Thram (506 Gerhardt)									
trial size	68	0	—	—	8	6			
Thyropharm (61 APC)									
tablets	500	12	10ea	—	19	3	TS	4B	
Ting (563 Hampshire)									
shampoo sachet	gross	37	0	9	0	5			
Tranquilex (248 Charnwood)									
tablets	40	48	0	—	5	9	TS	4B	
Treutabs (221 Camden) all sizes									
Tri-Spot (1047 Rentokil)									
fungicidal spray				—	3	0			
				—	5	0			
Utocyl (262 CIBA)									
pecsaries (vet.)	20	15	0ea	—	22	6	TS	4B	
Uvistat (1305 WB)									
cream	50 gm	60	0	—	7	6			
Varicones (1229 T&C)									
Varidase (746 Lederle)									
oral tablets	12	21	8ea	—	32	6	TS		
Vaseline (256 CPL)									
shampoo cream bottle	18	5	4	7	2	6			
	27	6	6	10	3	9			
Velvex (941 PVSL)									
Velvex (1275 VCP)									
Venotrans (930 P&B)									
sterile disposable infusion set	44	0	—	—					
Vespral (1176 Squibb) all products									
Vigortone (918 Or-Lem)									
blackcurrant juice	23	6	3	6	2	9			
glucose drink	18	3	2	9	2	3			
Vitalbitz (1017 PO)									
electronic flashgun	X-90				441	0			
	X-200				546	0			
Vitavel (1285 Vitamins)									
syrup	100 mls	21	0	—	2	7			
Viules (147 Boots)									
heparin 25000 iu/ml	1	84	0	—	10	6			
Voldan (179 BDH)									
tablets	20	80	0	—	10	0	TS	4B	
Volpar (179 BDH)									
gels	12	32	0	—	4	0	TS		

paste					60 gm	32	0	—	4	0	†
tablets foaming					12	32	0	—	4	0	†
paste and applicator											
Delete Vulfix (1012 PSB)											
shaving brushes											
Saloon											
plastic base, nylon bound											
No. 629					52	6	13	1	7	9	
No. 630					65	0	16	3	9	6	
No. 631					75	0	18	9	11	0	
solid pure bristle, nylon tied											
No. 803					85	0	21	3	12	6	
pure badger											
No. 2197					17	0ea	4	3ea	30	0	
No. 2198					22	8ea	5	8ea	40	0	
No. 2199					28	4ea	7	1ea	50	0	
Watemeter (980 Photopla)											
rangefinder 11					W2	39	10ea	9	9ea	69	6
super					W3	42	8ea	10	6ea	74	6
Waymaster (999 PEC)											
personal scale					720	37	2ea	3	8ea	59	5
Weston (1099 SW)											
exposure meter											
Master V									215	0	
White Lies (365 Demuth)											
(distributors 327 WC)											
perfume					2 cc	24	0	6	0	3	6
2 dr						46	3	11	7	6	9
Woltz (1372 CCL)											
base coat						23	0	5	8	3	6
top coat						23	0	5	8	3	6
Woltz (1372 CCL)											
eye liner liquid						36	6	8	11	5	6
eye shadow baton						43	3	10	7	6	6
lipstick standard						23	0	5	8	3	6
luxury						36	6	8	11	5	6
Splendid Eyes						43	3	10	7	6	6
thinner						16	9	4	1	2	6
Woodwards (1346 Woodward)											
baby powder						14	4	3	7	2	0
shampoo						17	10	4	5	2	6
nursery cream						17	10	4	5	2	6
teething jelly						17	10	4	5	2	6
Zynocin (378 Dista)											
lozenges					12	20	0	—	2	6	†

ADDITIONS TO KEY TO SUPPLIERS:

- (174 BA)=BRITISH ALKALOIDS, LTD., Pinners Hall, Austin Friars London Wall, E.C.2. London Wall 3711.
 (287 Collo)=COLLO (ENGL

"Deadline" in any given week is mid-day on Monday.

Entries new this week are marked thus : — ●

<i>R</i>	Anusol HC (1310 WW)						
<i>A</i>	suppositories ..	12	93	0	—	—	TS
	Ayroware (78 AS & Co)						
	rubber gloves ..		30	0	3	0	3 11
<i>Insert</i>	Ayrton (76 AS & Co)						
	glucose powder ..	1 lb	15	3	—		1 9
	tablets						
<i>A</i>	heart shaped indiges-						
	tion ..	40	10	8	2	8	1 7
<i>Corr.</i>	Bisedia (512 GS) ..	4 oz	6	Oea	—	—	
	" " "	8 oz	11	Oea	—	—	
	" " "	16 oz	21	Oea	—	—	
	" " "	40 oz	49	Oea	—	—	
	" " "	96 oz	112	Oea	—	—	
<i>A</i>	Calsimil (179 BDH)						
	tablets ..	60	34	0	—		4 3
	" " "	500	130	0	—		16 3
<i>Corr.</i>	Camyna (154 B)						
	tincture ..	20 mls	4	3ea	1	1ea	7 6
●	Cortico-Gel (324 Crookes)						
	long-acting 80 i.u./mil						
	" " "	5 mls	50	Oea	—	—	†s4B
<i>A</i>	Cygnat (705 Kirby)						
	energy tablets ..		20	0	5	0	3 3
●	Dalmas (347 Dalmas)						
●	air-vent plaster ..		17	0	—		2 0
●	baby cream tube ..		13	9	3	5	2 0
<i>Delete</i>	Dimotane (1071 Robins)						
●	poison schedule markings						
●	Eso-Col (1166 Southon)						
	cold treatment tablets	12	21	0	5	3	3 0
●	Eso-Tone (1166 Southon)						
	vitamin tablets ..	100	42	0	—		6 6
<i>Delete</i>	Femergin (1098 Sandoz)						
	ampoules 1 mil ..	12					

R Fergora (1439 Strathmore)		fruit squashes		17	5	2	7	2	3*
* Includes 3d for container									
Green Velvet (596 HR)									
Delete	dusting powder	tin ..	319						
Heaven Sent (596 HR)									
Delete	dusting powder	tin ..	488						
Insert		flask	395						
Innox (654 Innox)									
A	cream satin	.. ..		43	0	10	9	6	6
●	dramatic eyebrow pencil	.. ..		34	6	8	7½	5	3
	refill	.. ..		23	0	5	9	3	6
A	satin bloom	.. ..		43	0	10	9	6	6
A	vitaliser	.. ..		120	0	30	0	18	6
A	vitormone cream	single		120	0	30	0	18	6
		double		180	0	45	0	27	6
A	white mask	.. ..		48	8	12	2	7	6
R	Mysteclin V (1176 Squibb)								
	capsules	.. ..	12	13	10ea	—		20	9
		.. ..	100	110	10ea	—		166	3
		.. ..	500	534	10ea	—		802	3
Paris Mist (654 Innox)									
A	skin perfume	.. small		83	0	20	9	12	6
		.. large		115	0	28	9	17	6
	atomiser	.. ..		122	0	30	6	18	6
Parke-Davis (938 PD)									
Delete	aspirin compound tablets	100							
Corr.	Philishave (977 PE)								
	battery model	.. 7930		71	4ea	17	5ea	112	6
	Envoy with floating	heads	7960	109	4ea	26	5ea	172	6
	Superjet	.. ..	7920	79	11ea	19	6ea	126	0
R	Rose's (1082 RKO)								
	diatic lime juice	26 oz		32	0	4	10	3	9
	orange squash	26 oz		29	6	4	5	3	6
	lemon squash	26 oz		29	6	4	5	3	6
	grapefruit squash	26 oz		29	6	4	5	3	6
	lime juice	26 oz		32	0	4	10	3	9
		½-bott		18	3	2	9	2	2
	lemon squash	26 oz		29	6	4	5	3	6
	lemon barley	26 oz		29	6	4	5	3	6
	non-alcoholic								
	ginger cordial	26 oz		26	9	4	0	3	2
	peppermint	26 oz		26	9	4	0	3	2
	blackcurrant								
	flavoured	26 oz		26	9	4	0	3	2
	orange squash	26 oz		29	6	4	5	3	6
		½-bott		16	10½	2	6½	2	0
●	Soft Echo (654 Innox)								
	cream powder rouge	.. ..		50	0	12	6	7	6
A	Solution 41 (654 Innox)								
	Toledo (654 Innox)								
A	skin perfume	.. small		83	0	20	9	12	6
		.. large		115	0	28	9	17	6
	atomiser	.. ..		122	0	30	6	18	6
Vecon (851 MHP)									
Delete	tubes	.. ..	13 oz						
Insert	tubes	.. ..	14 oz	72	0	—		8	0
Veneto (654 Innox)									
A	skin perfume	.. small		83	0	20	9	12	6
		.. large		115	0	28	9	17	6
	atomiser		122	0	30	6	18	6

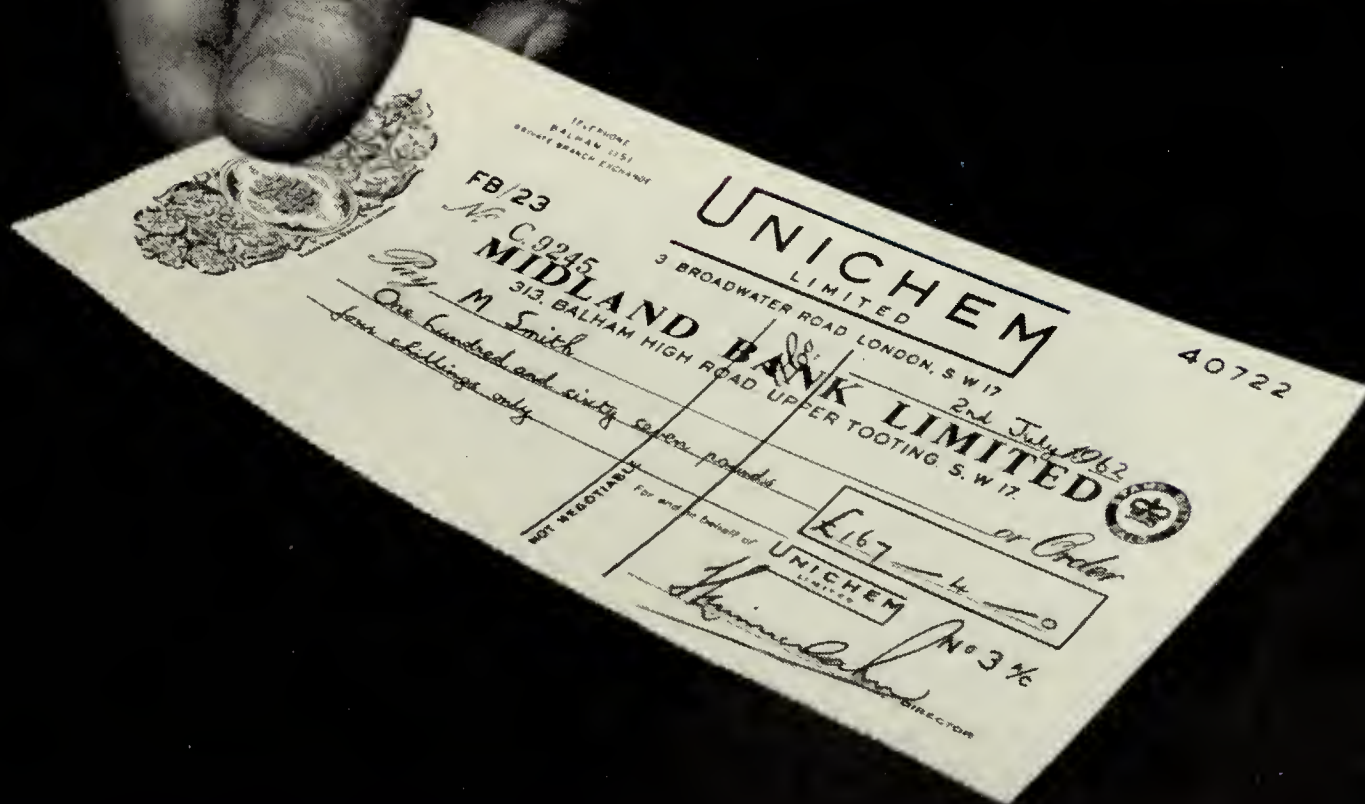
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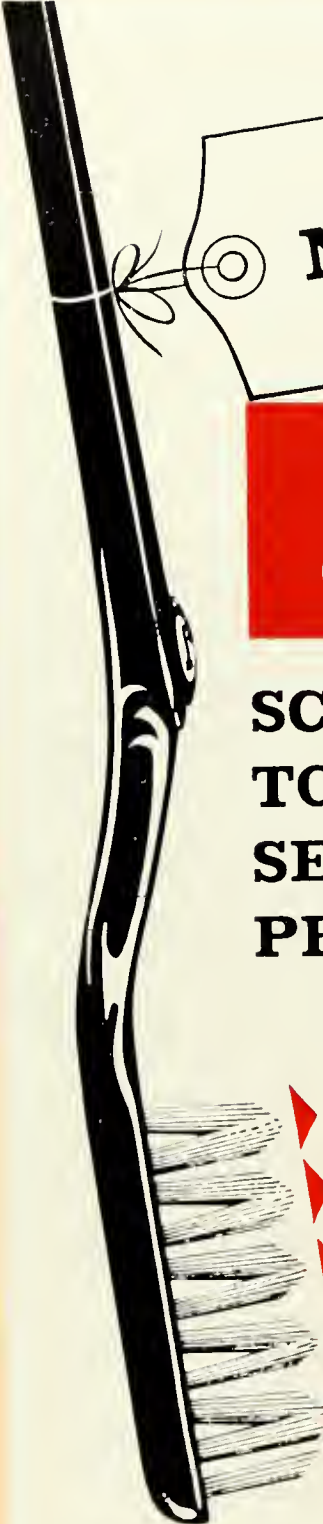
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